FORESTRY

DEC 29 1945

American Lumberman

THE NATION'S AUTHORITY ... AND BUILDING MATERIALS

Lumber Reports to the ...

DECEMBER 22, 1945

When G. I. Joe Gets Back

SILBERNAGEL

WILL AGAIN BE PREPARED

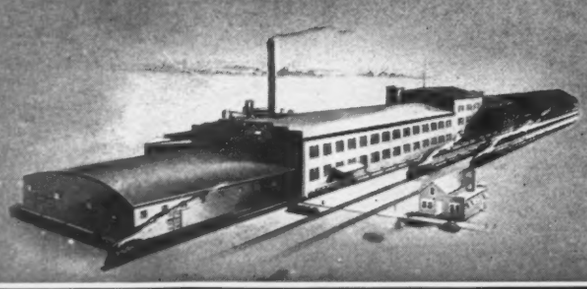
TO SUPPLY HIS NEED WITH

HIGH-SPEED PRODUCTION

OF

QUALITY-MILLWORK

FOR A HOME OF HIS OWN.

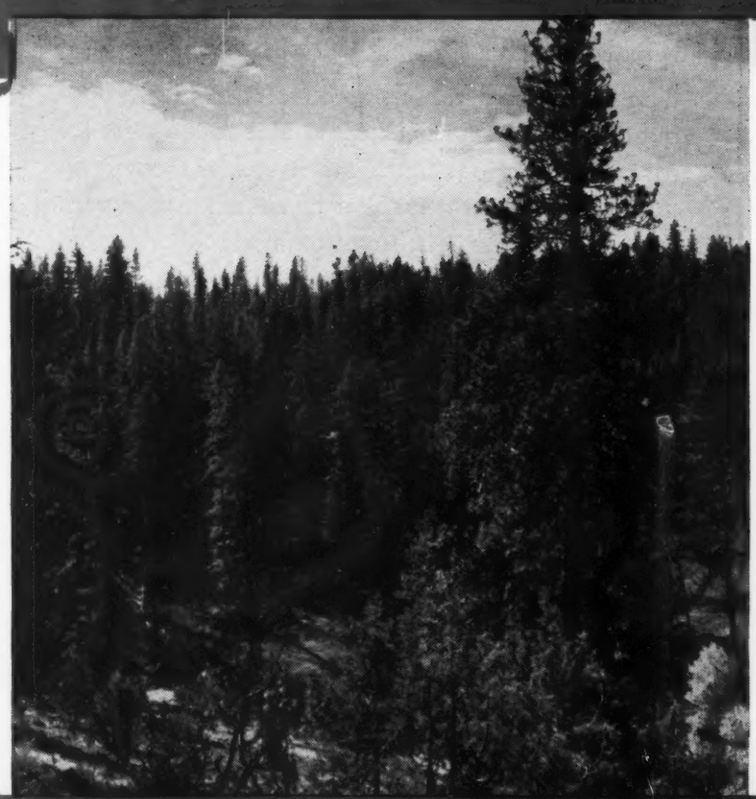


GEO. SILBERNAGEL & SONS Co

WAUSAU, WIS

[AMERICAN LUMBERMAN. Published every other week by The American Lumberman—Established 1873—Office of Publication, 139 North Clark Street, Chicago 2, Ill. Entered as second-class matter March 28, 1932 at the Post Office at Chicago, Illinois, under the Act of March 3, 1879.]

KINZUA is Charting Its Course toward PERMANENT OPERATION



Just as the mariner charts his course, so Kinzua is following a carefully charted course, looking toward a continuous supply of timber which in due time will enable us to have a permanent operation.

Kinzua's forest program is in charge of a scientifically trained forest engineer —who in consultation with the Kinzua management controls all cutting operations.

Every section of Kinzua's vast timberlands has been carefully gone over, photographed from the air and analyzed. The percentage of stand in each area to be removed is given thorough study. Periodic check is kept on timber growth in the various areas. The whole procedure is handled systematically and according to best scientific knowledge available.

The handling of Kinzua's timberlands is typical of the progressiveness of the entire Kinzua organization. It follows that Kinzua Pine is Ponderosa of thoroughly dependable quality and every foot is sold "Quality Guaranteed."

KINZUA PINE MILLS CO.

KINZUA, OREGON

Read What This User Says about "Loggers Dream"

Don't take our word for it that "Loggers Dream" will do your skidding and loading job with utmost efficiency and economy. Allen Cooperage Co. uses over 20 of our machines. Read what they say. They know from actual experience —as do other users.

We challenge you to log cheaper, faster, with less manpower than you can with "Loggers Dream."

"We have over 20 'Loggers Dreams' at our mills in three states. We can say without hesitation that they have been lifesavers to us, especially during the war emergency. They have not only saved labor, but have enabled us to get the job done.

". . . There is no comparison in the results between loading with one of these machines and the old method of either teams or tractors. Not only is the work speeded up tremendously, but the cost is reduced materially.

"In addition to using the loaders in the woods for loading trucks, we use them at spur tracks for loading railroad cars, at some mills for unloading logs where we might not have a derrick installed, skidding logs on mill yards where we do not have adequate derrick facilities, snaking logs to the river for rafting, pulling logs out of the river and loading on trucks, as well as a number of miscellaneous uses where a portable hoist saves time and labor.

"The 'Loggers Dreams' have given us wonderful service, are substantially constructed and can be operated economically. . . ."

Allen Cooperage Company
Jackson, Mississippi

See the "Loggers Dream" in action. Find out firsthand how "Loggers Dream" will save you money. There are users near you. Write for names of two or three.

TAYLOR'S MACHINE WORKS

Louisville, Mississippi

Day Phone 436 — Night Phone 50

Now—Stumpage Waste

Goes to the Mill—

Mall CHAIN SAW

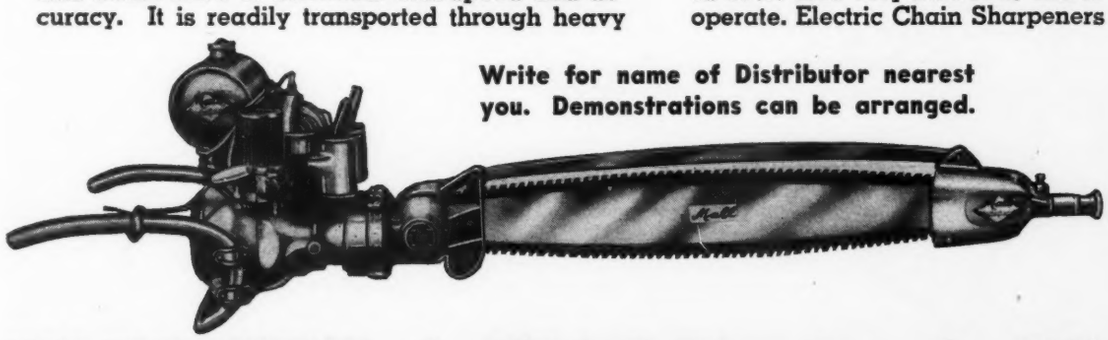
REG. U.S. PAT. OFF.

Smaller undercuts and lower final cuts with a Mall Chain Saw, leave shorter stumps, salvage timber formerly left as stumpage waste and reduce fire hazards.

Easy to operate—the Mall Chain Saw fells, limbs and bucks hard or softwood with speed and accuracy. It is readily transported through heavy underbrush to trees inaccessible to other power saws. Cutting chain swivels to allow horizontal, vertical and all angle cuts—handle throttle simplifies control—automatic clutch prevents stalling.

The Mall Chain Saw cuts sawing costs as much as 30%, uses very little fuel, and is inexpensive to operate. Electric Chain Sharpeners are available.

Write for name of Distributor nearest you. Demonstrations can be arranged.



Mall Gasoline Engine Chain Saw — available in many cutting capacities. Also Pneumatic and Electric models.

MALL TOOL COMPANY • 7733 South Chicago Ave. • Chicago 19, Illinois

ARMY E NAVY

Offices in Principal Cities

Mall REG. U.S. PAT. OFF. **PORTABLE POWER TOOLS**

IT'S *Christmas* AGAIN

. . . and this year the old words—Peace on Earth, Good Will to Men—are less a promise than a dream come true!

The Christmas tree glows brighter than ever before in many homes this year—while candle-lighted windows send out a message of happiness within—for "Johnny's come marching home again!"

Into those reunited homes and into the millions of other American homes that share their joy, the Ralph L. Smith Lumber Company sends its Christmas greetings, and best wishes for the New Year.

With those greetings, goes our sincere belief in a better, more prosperous tomorrow for all.

WE SPECIALIZE IN Cut Stock, Glued-Up Stock, Shook, Mouldings, Ladder Stock — rough and run to pattern — IN FACT, ANYTHING MADE FROM WESTERN LUMBER.

REMEMBER, TOO, WE WHOLESALE

DOUGLAS FIR, SITKA SPRUCE
PONDEROSA PINE

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Box Shook Factory—Alturas, Calif.
Moulding Factory • Glue-Up Department—Klamath Falls, Ore.

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Manufacturers and Wholesalers 1635 Dierks Bldg., Kansas City 6, Mo., Victor 4143

Member of Western Pine Ass'n., National Wooden Box Ass'n., Ponderosa Pine Woodwork, National-American Wholesale Lumber Ass'n.

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American Lumberman

Contents for DECEMBER 22, 1945

Editorial 27
Truman Acts to Help Stimulate New Home Construction 29
Comments from Industry's Leaders on Truman Plan 31
Probing the Future for Lumber 32
Industry Rigidly Regulated During War 35
Biggest Lumber Buying Job in History 37
Public Attention Focuses on Lumber Production 38
Research Lab Helped Solve Wartime Lumber Problems 47
Mechanical Devices Cut Cost of Lumber Manufacturing and Develop Better Product 48
New Developments in Lumber Manufacturing 55
Treated Lumber Will Be Important Factor in Future Building Markets 60
Plywood Helped Fight Battles, on Land, Water and in Air 62
All Lumber Regions Contributed to Victory 69
Lumber Dealers Conquer Wartime Shortages 76
News and Trends 80
Scheduled Convention Dates 83
Merchandising Clinic 88
New Products and Literature 92
Lumber Market Analysis 101
Names in the News 108
Index to Advertisers 116

Highlights OF THE ISSUE

Lumber Reports to the Nation is the theme of this first peacetime Christmas issue in five years. Of prime interest to lumber dealers is the recent action of President Truman attempting to stimulate new home construction by appointing a housing expediter and placing building materials for low-cost homes under priorities. A detailed discussion of latest Washington news is found on page 29 . . . The Lumber Report begins on page 32 with the lumber outlook for 1946, taking into consideration all possible factors of production as well as the long-term outlook based on timber supply . . . A descriptive summary of the various regulations which affected lumber during the war is given on page 35 . . . The biggest lumber customer in history was the Central Procuring Agency which during the war secured lumber for all the armed services. How the agency was developed and how it worked is the subject of the article on page 37 . . . A seven-page pictorial spread, beginning on page 48, shows the various mechanical devices which are used to make the job of lumber manufacturing an up-to-date and efficient one. . . Following this, on page 55, is a discussion of the new developments in lumber manufacturing . . . How plywood helped fight battles in every war sector is told on page 62 . . . Wood from every section of the country was used to house, transport and carry provisions for the armed forces, and the story on page 69 describes how each region contributed to victory . . . Lumber dealers faced with the problem of staying in business with almost no lumber inventories devised many ingenious and successful methods of keeping stores open and cash registers ringing, page 76.

FINE FINISHES SINCE 1875

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YOU CAN'T MAKE
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A "ONE MAN" TEAM—
IT TAKES A FULL LINE OF STARS

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For use indoors or out. Quick-drying, waterproof—*and tough beyond belief!* It's easy to put on, hard to wear out.

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Semi-gloss enamel for walls and woodwork. Its smooth texture and fresh, appealing colors lend new beauty to faded rooms.

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The "blonde" sensation in wood finishes. Created for *modern* wood treatment—panelling, plywood, cabinets, trim.

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O'Brien's "First Team" is backed by a complete line of fine finishes—varnishes, stains, undercoats, sealers. Write for their records.

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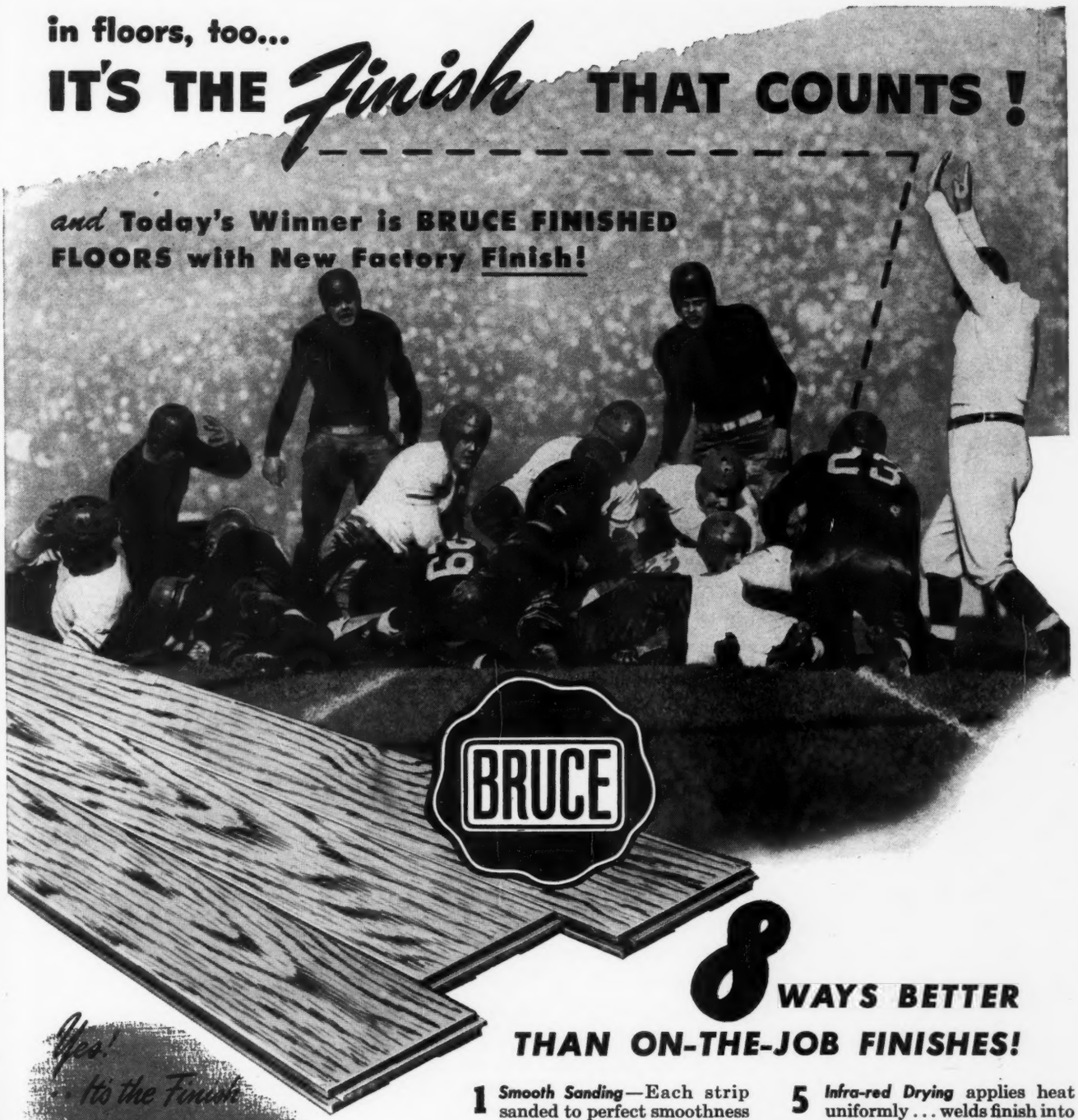
in floors, too...

IT'S THE *Finish* THAT COUNTS!

and Today's Winner is BRUCE FINISHED FLOORS with New Factory Finish!



Yes! It's the Finish that Counts in Floors!

Home builders will want Bruce Finished Floors . . . because millions of attention-holding advertisements have sparked their interest in this modern flooring . . . millions more are making new friends and customers for Bruce. In leading magazines! Again and again! Yes, Bruce Finished Floors can truly be called America's most wanted floors!

E. L. BRUCE CO.
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3. ***Perfect Filling***—Highest quality silex filler is rubbed into wood as flooring moves down the finishing line.
4. ***Thorough Sealing***—Bruce Finish penetrates into wood pores . . . seals them against dirt and wear. Beautifies wood grain.
5. ***Infra-red Drying*** applies heat uniformly . . . welds finish into a tough, even film. No "unfavorable drying weather."
6. ***Extra Buffing*** with high-speed brushes burnishes finish into wood . . . provides a harder, smoother surface for waxing.
7. ***Superior Waxing***—Special wear-resistant wax is applied evenly, then polished over and over with brushes and buffers.
8. ***Proper Seasoning***—Finishing done weeks before flooring is used—so no hazard of finish being walked on too soon.

BRUCE FINISHED FLOORS

Thermopane

REGISTERED U. S. PATENT OFFICE

The acceptance of *Thermopane*—Libbey·Owens·Ford's transparent insulating unit—has been tremendous! It is timely to emphasize the following:

1. *Thermopane* is a registered trade mark of the Libbey·Owens·Ford Glass Company;
2. Only Libbey·Owens·Ford makes *Thermopane*;
3. Only Libbey·Owens·Ford can call a transparent insulating unit *Thermopane*;
4. Only *Thermopane* has the Bondermetic Seal which bonds the panes of glass into one unit to prevent dirt and moisture from entering the dry air space;
5. The name "*Thermopane*" can and should be used when referring to the L·O·F product;
6. The word "*Thermopane*" should never be used when referring to any other brand of multiple-glazing construction.

We make these statements because the function of a trade mark is to unequivocally identify the manufacturer of a product . . . and to eliminate the possibility of confusion in the mind of the public concerning the producer of a specified product . . . and to assure that the customer gets what he orders.

We are sure that architects, contractors and others who are familiar with the superiority and advantages of *Thermopane* will welcome these statements . . . will refrain from using our trade mark in referring to any construction or product not made by the Libbey·Owens·Ford Glass Company.

We believe that our readers will understand L·O·F's pride in *Thermopane* and our sincere desire to have *Thermopane* continue to enjoy its individuality.

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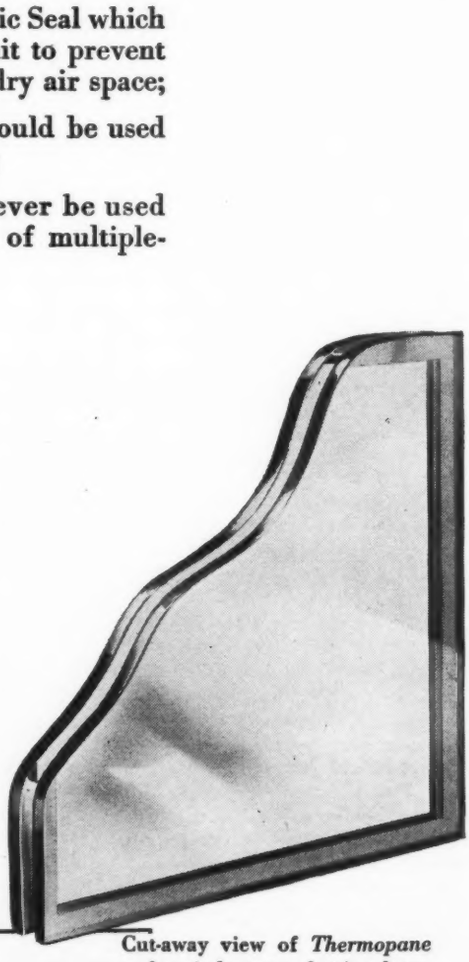
Thermopane is also available in Canada.



Cut-away view of *Thermopane* —the windowpane that insulates.

L O F **LIBBEY·OWENS·FORD**

a Great Name in **GLASS**

LIBBEY·OWENS·FORD GLASS COMPANY...TOLEDO 3, OHIO

THE SERIAL STORY OF MEDFORD . . . Chapter 3

AT LEFT: This is how clean and orderly Medford selectively logged forests appear after the brush piling crews have done their work.

Reforestation Activities . .

This is Bob Flemming, Medford Corporation's woods supt., all ready with a quick round-up of Medford's reforestation activities.

Let's hop on some of the log cars and ride out to the timber on Medford Corporation's privately owned logging railroad.

As the car wheels click over the 66 miles of mainline and spurs, we "see" a good cross-section of Medford's vast timber reserve—long bodied Douglas Firs, majestic Sugar Pines and quality Ponderosas.

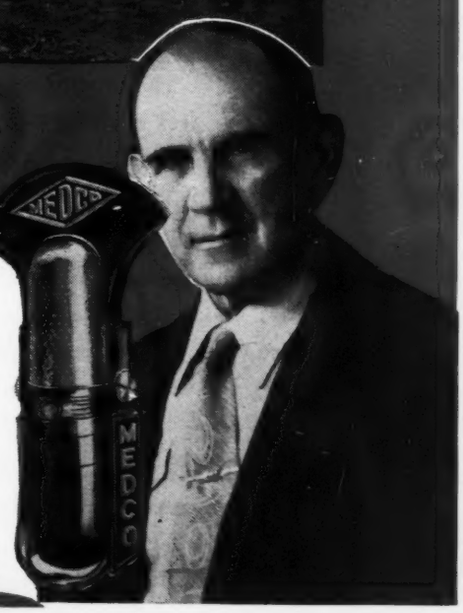
Reaching the fallers, we note that Medford Corporation cuts selectively—taking out the mature trees and leaving the younger growth for future development—a program that has been followed since 1935.

We "observe" that debris along the roads is gathered into piles and burned. We're impressed with the clean, orderly appearance of the forest, after the brush piling crews do their work.

We "observe" that fire trails and roads permit ready access to any part of the timber. Snag-falling and insect control work are part of Medford's program of fire protection for all timber lands, which insure a future crop.

As we start back to the mill now, may I summarize by saying that Medford Corporation's lumber production is on a budgeted schedule, worked out to balance drain against growth. Several times Medford has received commendation from the State Forester and other forest agencies on the progressiveness of its forest policies.

In closing, our next "broadcast" will be on January 19, when we'll "look in" on Medford Corporation's logging operations. Remember, same time and station on January 19.



IN OVAL ABOVE: How the brush piling crews have followed the loggers and gathered all debris into piles for burning. LOWER PICTURE: Piles of debris being burned.

MEDFORD CORPORATION

MEDFORD, OREGON

Douglas Fir -- Sugar Pine -- Ponderosa Pine
White Fir

MEDCO

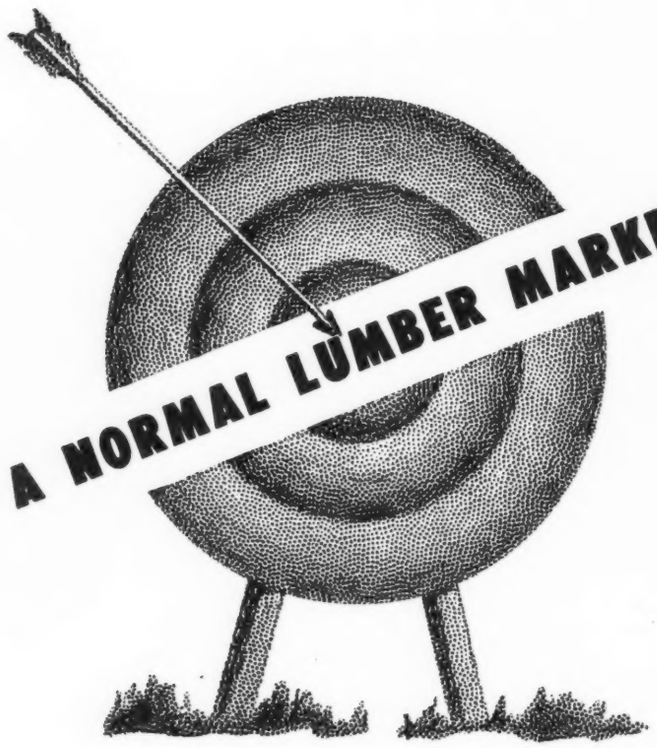
Annual Capacity 85 Million Feet

Members of West Coast Lumbermen's Assn., West Coast Bureau of Lumber Grades & Inspection, Western Pine Assn.

A Christmas message from

LUMBER WHOLESALERS

IT'S YOUR TARGET TOO!



THE TIME HAS COME to repair the consequences of war-time stress and strain on the distribution system of the lumber industry.

Although the fighting is over and we are now in the "staging period" for normal business, we still operate under the "rules of war." They tend to obscure the fact that each branch of the lumber industry is part of an INTER-DEPENDENT TEAM... *and we'll need TEAMWORK when we begin to compete again with other materials on the open market.*

Lingering emergency regulations must not be permitted to interfere with our preparations for the day when inventories are adequate and sales must be made by "selling." It is our hope that every lumberman will personally support to the full extent of his ability this seasonal wish for our industry:

***May we return soon** to our normal methods of distributing lumber.*

• • •

***May we each understand** and respect the functions and values of the manufacturer, the wholesaler, the commission man, and the retailer.*

• • •

***May we each strive** to execute our function in harmony with other branches of our industry for the common good of our country.*

NATIONAL-AMERICAN

***WHOLESALE* LUMBER ASSOCIATION**

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WASHINGTON, D. C. • 41 E. 42ND STREET, NEW YORK 17, N. Y. • PORTLAND, OREGON

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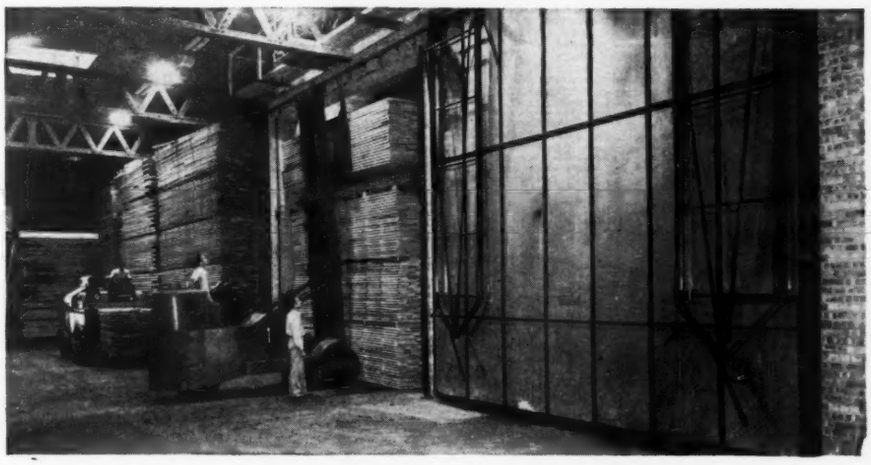

RIGHT FROM THE KILNS OF HUSS

The needs of Peace demand Good Kilndrying

THE LESSONS OF WAR

have taught us a new appreciation of the value of our Forests—A source of reliable Industrial species used in war—from which postwar friends can build a better lumber world together. "ALL-OUT" war required our using—

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BETULA LUTEA—(Birch)
ACER SACCHARUM—(Hard Maple)
SWIETENIA MAHAGONI—(Genuine Mahogany)
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SHOREA NEGROSENSIS — (Philippine Red Lauaan)
LIRIODENDRON TULIPIFERA—(Poplar)
JUGLANS NIGRA—(Black Walnut)
KHAYA—(African Mahogany)
TILIA GLABRA—(Basswood)
HICKORIA LACINIOSA—(Hickory)
PRUNUS SEROTINA—(Cherry)
CASTANEA DENTATA—(Chestnut)

SOFTWOOD — Clears — Factory Grades

TAXODIUM DISTICHUM—(Red Cypress)
SEQUOIA SEMPERVIRENS—(Redwood)
PINUS STROBUS—(Northern White Pine)
PINUS LAMBERTIANA—(Sugar Pine)
PINUS PONDEROSA—(Ponderosa Pine)
PSEUDOTSUGA TAXIFOLIA—(Douglas Fir)
PINUS MONTICOLA—(Idaho White Pine)
THUJA PLICATA—(Western Red Cedar)
PICEA SITCHENSIS—(Sitka Spruce)
PINUS PALUSTRIS—(Longleaf Pine)
JUNIPERUS VIRGINIANA — (Tennessee Red Cedar)
CHAMAECYPARIS LAWSONIANA — (Port Orford Cedar)

— — the needs of peace are just as great.

Huss Lumber Company

Wholesale Lumber and Plywood

2317 North Racine Avenue **Chicago 14, Illinois**

Telephone Lincoln 6226

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...FOR NEW HOMES

...FOR EXISTING HOMES

And Now there will be plenty of KIMSUL available for civilian use!

You score a major sales point when you tell prospects that KIMSUL is the same insulation that sealed tropic heat and arctic cold out of the famed Quonset huts. Thousands of pictures in newspapers and magazines have publicized the climate- and weather-defying Quonsets that served as barracks for servicemen from the Arctic Circle to the South Pacific. Quonset huts have been described and lauded in countless stories and articles.

Yes, you'll be able to make sales much more readily when you say "We recommend KIMSUL . . . the insulation used by the U. S. Navy in the construction of the Quonset huts." And you'll increase your profits, too. KIMSUL, you see, appeals to the largest possible number of insulation prospects. It is a natural for use in new home construction. It is a natural for the insulation of already existing homes. It can be installed by your own workmen. Or it can be sold over-the-counter, by the roll, for installation by the customer himself.

If you do not handle KIMSUL, write today, to Kimberly-Clark Corporation, Neenah, Wisconsin.

KIMSUL INSULATION

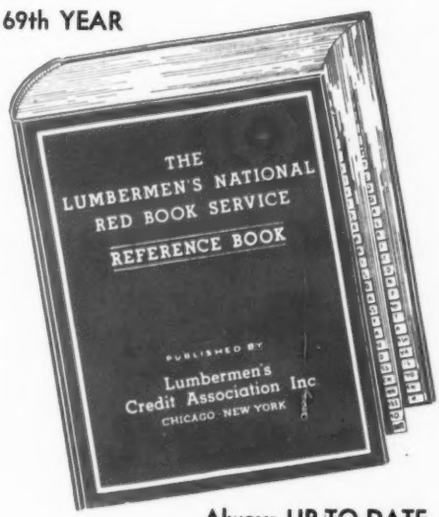
A PRODUCT OF Kimberly Clark RESEARCH

*KIMSUL (trade-mark) means Kimberly-Clark Insulation

Get the attic insulation sales in your territory right now by featuring KIMSUL

To sell to Lumber Dealers

69th YEAR



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LUMBERMEN'S NATIONAL RED BOOK SERVICE

because

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3 It is the most complete BUYER'S GUIDE for those needing lumber and allied products.

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PECAN	PERSIMMON
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ASH	COTTONWOOD

Best Yuletide Wishes from your Southern Hardwood Suppliers

Thanks, one and all, for your past year's patronage—for your courtesy and indulgence when we've been unable to make the shipments you desired. We sincerely hope that the New Year may bring improved manpower and inventory conditions which may enable us to restore pre-war standards of service. We pledge well-known, continued maintenance of our established standards of quality.

Chapman & Dewey Lbr. Co...Memphis, Tenn.
Manufacturers for 55 Years of Famous St. Francis Basin Southern Hardwood Lumber and Oak Flooring. Mills at Marked Tree, Ark.

Woodard Walker Bowen, Inc..Shreveport, La.
Southern Pine • Hardwoods • Cypress

Anderson-Tully Company ...Memphis, Tenn.
For 55 Yrs. Mfrs. Southern Hardwoods—Gum, Plywood, Semi-Finished Hardwood Dimension. Oak Flrg., Short Leaf Yellow Pine. 5 Modern Band Mills

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Southern Hardwoods—Band-Sawn—Lignasan-Dipped—Can Kiln-Dry—Short Leaf Yellow Pine—Planing Mill Facilities.

Georgia Hardwood Lbr. Co...Augusta, Ga.
Southern Hardwoods, Cypress, Yellow Pine. Annual capacity over 200,000,000 feet. Band Mills in N. Carolina, S. Carolina, Georgia, Mississippi.

Woods Lumber Co.....Memphis, Tenn.
Band Mills at
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"From Woods to Consumer"

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Youngerman-Reynolds Lbr. Co. ... Montgomery, Ala.
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Band Sawn Southern Hardwoods. Specializing in Deep Swamp Cypress, Cherry Bark Red Oak, Delta Red Gum and Tupelo and the famous Yazoo Beech.

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Mfrs. Southern Hardwoods, Pine, Coast Type Red Cypress. Can grade- & trade-mark. Planing Mills, Modern Dry Kilns. 5 R. R. connect'ns. Prompt water shipm'ts, foreign, coastwise.

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Manufacturers of Southern Hardwoods, Cypress and North Carolina Pine. Modern Kilns & Planing Mill Facilities. End-Matched Pine, Oak, Maple & Gum Flooring.

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Bailey Lumber Company, Ltd...Laurel, Miss.
Successors to Eastman-Gardiner Hardwood Co.
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Urania Lumber Co., Ltd.....Urania, La.
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When You Install THORNTON 4-REAR-WHEEL DRIVE

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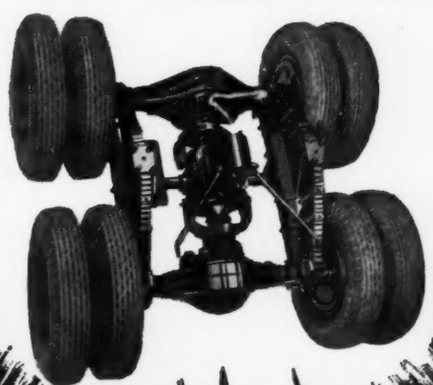
which converts a medium 1½ - 2 ton truck into a heavy duty, six wheel truck capable of hauling 8 to 10 tons payload. Delivered complete with 8 new tires. No priorities or WPB release required.



The truck which consistently hauls its loads at the lowest cost is the greatest profit maker. This is the real reason for the big increase in the number of trucks equipped with Thornton Drives. As a typical example:

*A fleet operator selected two standard 1½ ton trucks and equipped one of them with a Thornton Four-Rear-Wheel Drive. He operated both trucks for one year on the same contract. The standard truck could work only 204 days due to bad weather and road conditions. This truck earned a net profit of only 14%.

As compared with this, the Thornton equipped truck worked 251 days, an extra 47 days gained because Thornton's *two* driving axles and 100% greater tractive effort enabled it to operate on soft ground that stopped the standard truck. Also the Thornton unit hauled 100% more payload on each trip. After paying for the equipment and all expenses, the owner had a net profit of 112%.

Today this owner's trucks are all equipped with Thornton Four-Rear-Wheel Drives.

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HERE IS WHAT IT DOES:

- Carries 100% more payload even under toughest conditions.
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- Its two-speed gear case provides 100% greater tractive effort or rim-pull.
- Gives better springing. Thornton's walking beam type of spring suspension insures equal load distribution between the two driving axles.
- Six wheel brakes assure greater safety.
- Saves tires . . . gasoline . . . oil . . . wages and time.

GET THE FACTS, AND YOU, TOO, WILL LEARN REAL TRUCKING ECONOMY

The heart of the Thornton Drive is the exclusive Thornton Automatic Locking Differential which gives both axles positive drive and differential action without "Axle Fight".

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THORNTON 4-Rear-Wheel DRIVE

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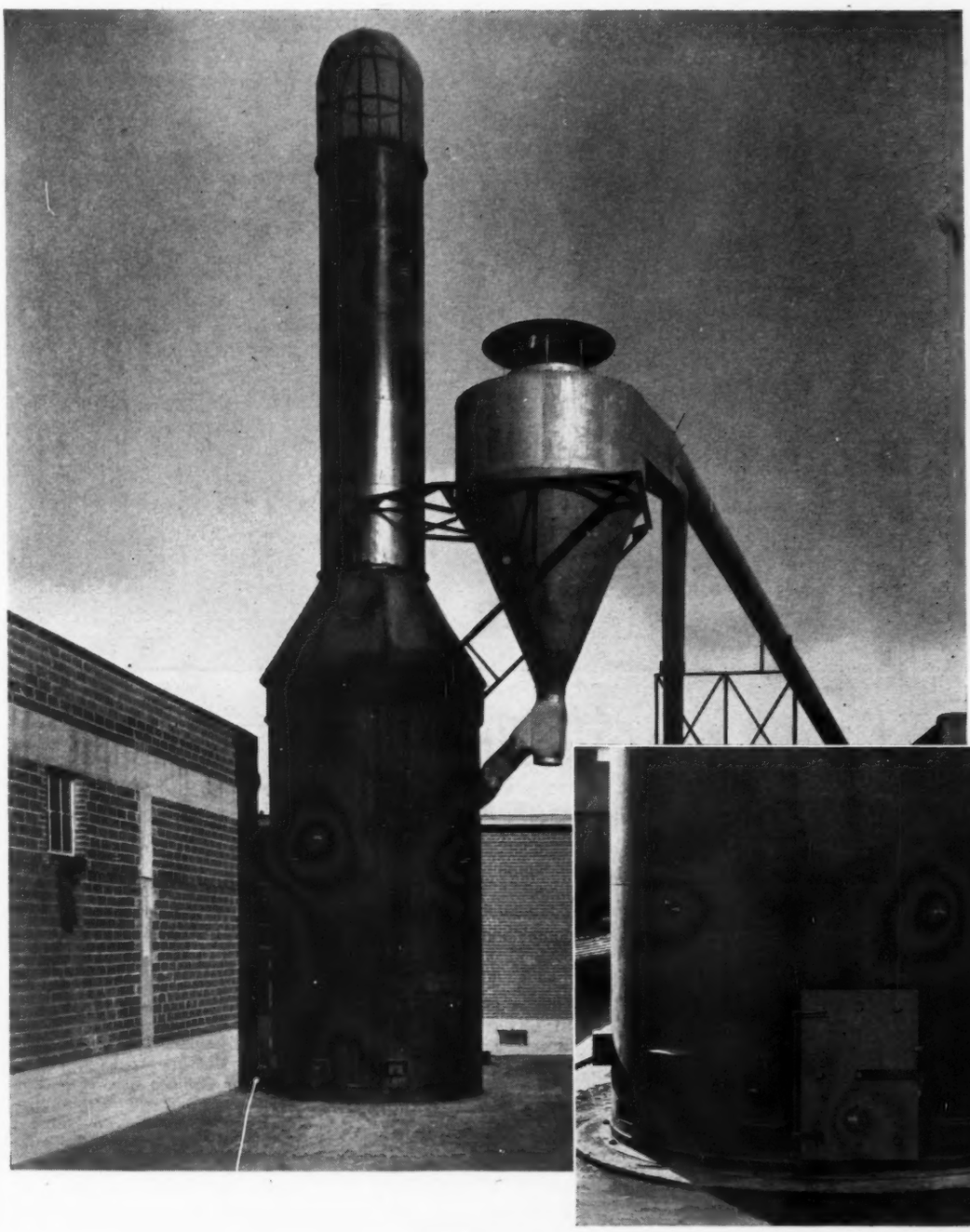

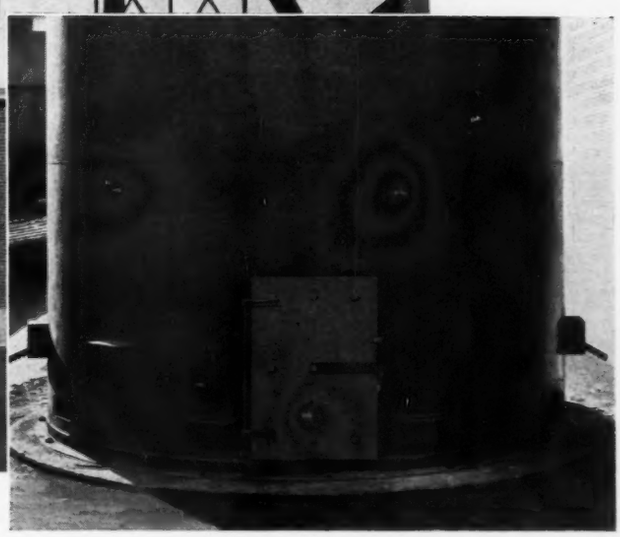

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"Three Such Trips a Day, Lugging 26 to 30 Tons . . . 65,000 Low-Cost Miles"

You can depend on Ford Trucks to lick tough jobs . . . as evidenced by this letter from Mr. Glen Johnson of the Johnson Logging Co., Shady Cove, Oregon:

"This Ford Truck is equipped with a heavy duty axle and built up for log hauling. It's been a satisfaction to see it doing the same job as trucks costing three and four times as much. Our haul is 70 miles round trip, three trips daily. We average between 26- and 30-ton pay loads. After 65,000 miles, this Ford Truck is still going strong. It is not hard to figure what make of trucks we will buy next!"

See the new Ford Trucks now being built. Examine their many superiorities. Check over their 32 new engineering advancements that are designed for still more economy and longer life. Your Ford Dealer can show you the facts . . . and save you money.

Ford

ADVANCED ENGINEERING IN NEW FORD TRUCKS

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A STILL GREATER 100 HP V-8 ENGINE with NEW Ford steel-cored Silvaloy rod bearings, more enduring than ever in severe service • NEW aluminum alloy cam-ground 4-ring pistons for oil economy • BIGGER, more efficient oil pump and IMPROVED rear bearing oil seal • NEW longer-lived valve springs • NEW improvements in cooling • NEW efficiency in ignition • in carburetion • in lubrication • in ease and economy of servicing operations • And available in all truck chassis except C.O.E. units—the rugged, thrifty 90 HP FORD SIX-CYLINDER ENGINE, with many important advancements.

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FORD TRUCKS

MORE FORD TRUCKS ON THE ROAD • ON MORE JOBS • FOR MORE GOOD REASONS

STETSON-ROSS PLANERS DELIVERED THE WOODS

Since 1907 Stetson-Ross has earned an enviable reputation for building precision planing machinery of the greatest accuracy and highest capacity. The great accuracy of Stetson-Ross planers and matchers is known wherever lumber is manufactured, but few mills have had the need to operate these machines at full capacity for more than a few hours each day.

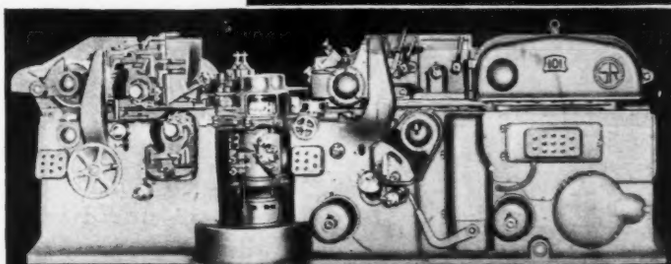
During the past five years when billions of feet of lumber poured from the forests of the Northwest, Stetson-Ross planers had a chance to show what they could really do.

Day after day, in some mills twenty-four hours a day, each of these machines produced daily quotas ranging up to three-quarters of a million board feet of s4s lumber . . . and without a single breakdown.

In the peacetime days ahead we will continue to devote our efforts to the manufacture of precision machinery which will produce finer lumber products for you.

THE PLANER IS THE FINAL STEP IN THE PRODUCTION OF FINE LUMBER

If the planer does not produce perfect lumber, years of timber growth can be ruined in the final split second. The Stetson-Ross 101, Two-Way Thicknessing, planer-matcher not only gives retailers perfectly surfaced lumber, but enables the manufacturer to produce one more board in every thirty-two . . . over 3% more lumber from the same tree, that's conservation.



STETSON-ROSS, 101, TWO-WAY THICKNESSING PLANER AND MATCHER WITH BUILT-IN PROFILER, U. S. PATENT 2,102,186.

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SEATTLE 4, WASHINGTON

MANUFACTURERS OF HIGH PRODUCTION, PRECISION WOOD WORKING MACHINES SINCE 1907

SPECIAL NOTE TO BUILDERS

WHO USE GYPSUM SHEATHING

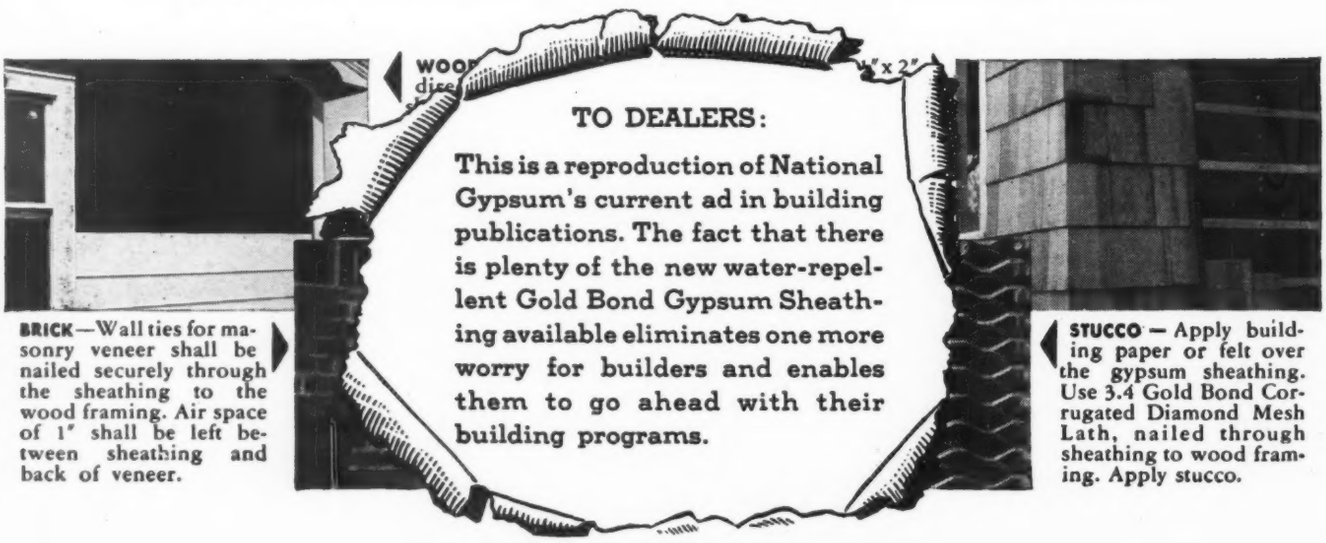
IF you are one of the thousands of builders who had already switched to gypsum sheathing before the war, here's good news:

Gold Bond Gypsum Sheathing panels are now being waterproofed on surfaces and edges with a moisture-resistant coating that eliminates the need for building paper except under stucco! And every panel is marked "Water-Repellent." (In some sections, local building codes require building paper or felt under all exterior finishes.)

Of course, you're already familiar with the other advantages of Gold Bond Gypsum Sheathing . . . the big fireproof panels 2 feet wide that cut application time . . . the uniform sizes that fit standard stud spacings and eliminate waste . . . the T and G edges that fit snugly together for windtight walls with greater structural strength. And as you know, the cost of this easy-to-install gypsum sheathing is even lower than old-style inflammable sheathing.

Gold Bond Gypsum Sheathing is only one of 152 guaranteed Gold Bond Building Products manufactured by the National Gypsum Company. See your Gold Bond dealer for complete information. National Gypsum Company, Buffalo 2, New York.

GOLD BOND GYPSUM SHEATHING CAN BE USED WITH ALL EXTERIOR FINISHES



BRICK—Wall ties for masonry veneer shall be nailed securely through the sheathing to the wood framing. Air space of 1" shall be left between sheathing and back of veneer.

TO DEALERS:

This is a reproduction of National Gypsum's current ad in building publications. The fact that there is plenty of the new water-repellent Gold Bond Gypsum Sheathing available eliminates one more worry for builders and enables them to go ahead with their building programs.

STUCCO — Apply building paper or felt over the gypsum sheathing. Use 3.4 Gold Bond Corrugated Diamond Mesh Lath, nailed through sheathing to wood framing. Apply stucco.

BUILD BETTER WITH GOLD BOND

LATH • PLASTER • LIME • METAL PRODUCTS • WALL PAINT • INSULATION • SOUND CONTROL • WALLBOARD

Come on, lady, give the boys a look

AT THE NEW STANLEY CABINET HARDWARE!

Dealers who have their eyes on the future will be happy to know that the new line of Stanley Cabinet Hardware is in production.

Although we are not quite ready to show you the new designs, we can tell you this much: The new Stanley Cabinet Hardware was created by two of America's leading product designers. It has been consumer-checked and enthusiastically okayed by a nation-wide "jury" of housewives. It embodies many new style and operating features no other cabinet hardware offers. It is complete . . . with patterns to suit every taste at prices to fit every budget. *And* it will be nationally advertised in leading homemaker magazines.

Remember . . . it will be a cinch to sell cabinet hardware – *any* cabinet hardware for a short time after production gets rolling. The Stanley Dealer will not only get his full share of that business, but once the spending spree is over, he'll also get the long-pull profits that will continue with Stanley leadership in cabinet hardware beauty and quality. Watch next month's issue for complete announcement. The Stanley Works, Cabinet Hardware Division, New Britain, Conn.

STANLEY

TRADE MARK

Cabinet Hardware

An old material—in new forms—solving new problems

1. **Laminated oak flooring. Utilizing clear wood on face, lower grades in core. Made at low cost on continuous gluing machines. Waterproof, heatproof, moldproof glue line.**
2. **Laminated wood barrel stave. Molded to compound curve. Durable, splitproof. Withstands steam-cleaning, rough handling. Waterproof, heatproof, moldproof glue line.**
3. **Plywood tube. Light, strong. Adaptable to masts, supporting members, containers, piping. Waterproof, heatproof, moldproof glue line.**

IF YOU have always looked at wood as something that splits and warps—look again!

Gluing "thin ones into thick ones" changes wood's physical characteristics. The grain patterns of no two plies of wood are alike. When the plies are glue-laminated, the grain crosses, and each ply holds its neighbor from splitting and warping. Each ply reinforces the other.

Modern durable glues make such constructions practical by holding the plies together with a permanent bond that withstands every hazard to which the construction may be subjected.

If you have a problem in translating Ideas into Wood, call on us. Our direct experience with a large cross-section of America's entire wood industry will be of help to you.

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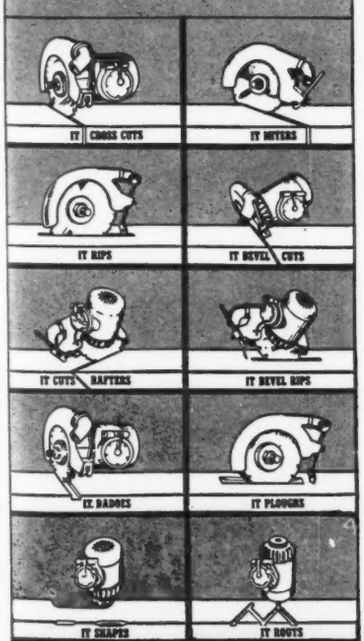
Now...more than ever...it's time to put DE WALT saws in your yard!

DE WALT is a complete shop in itself



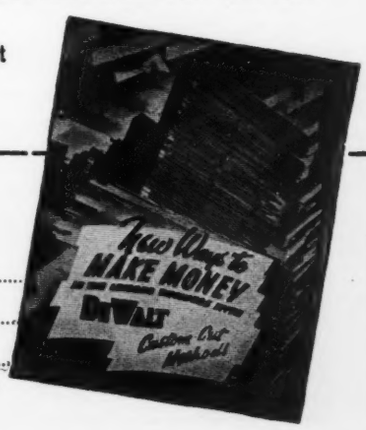
...and with proper tools makes any cut possible!

Yes— it's time to get a real "one-two" punch in your selling methods.

Punch number one — is a versatile, all-purpose DeWalt. It's the perfect lumber dealer's saw—it will make over your yard! With DeWalt, you can re-work the wartime lumber you buy into products you can *sell*. With DeWalt, you'll be all set for cutting tomorrow's lumber!

Punch number two — is the DeWalt Idea Book — which gives practical ideas on how to put action and showmanship into the lumber business. Thousands of dealers have already profited from this book. You can, too.

Send coupon below for your copy of the DeWalt IDEA BOOK — NOW!



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You can depend upon stainless steel and aluminum mouldings to add shining smartness and beauty! You can depend upon Ford for satisfactory, source-of-supply service! Over 500 types and sizes, properly shaped for quick, easy, profitable installations. Stainless Steel Snap-On, Stainless Steel and Aluminum nosings, edgings, angles, channels, tee-shapes and special sections of decorative trim in Mirro-Brite or satin finish. New patterns are constantly being added to meet requirements of modern design and architecture—to help you better serve your customers. For dependable beauty—it's mouldings of stainless steel and aluminum. For dependable service—it's Ford. We invite your inquiry.

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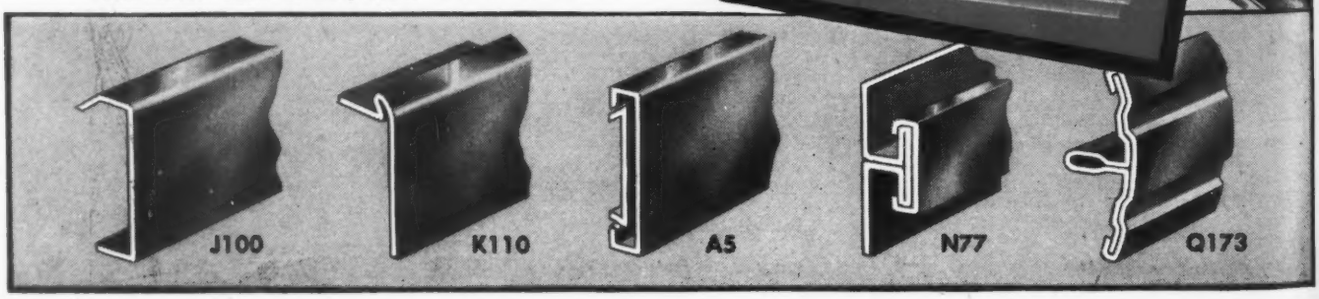


GOVERNMENT EFFORTS TO HELP RELIEVE HOUSING SHORTAGE BYPASS REAL PROBLEMS

Government efforts to help alleviate the serious housing shortage, especially for returning war veterans, is a legitimate undertaking that cannot be conscientiously disputed from patriotic business quarters. But, like too many government efforts to work with business, most of the Administration's plan announced last week, bypasses the most serious deterrents to low-cost new home construction. The plan does not recognize that the major problems of the housing industry have been and still are lack of materials and manpower.

The idea of placing priorities on building materials for low-cost housing meets with the approval generally of those interested in getting new home construction under way, providing the system established is simple and will accomplish its purpose.

Priorities on building materials, however, will serve no good end unless there are some building materials to allocate. Apparently government planners are sailing along in the atmosphere happily confident that all they must do is make allocations and the materials will magically appear from the woods and factories of the nation. This does not happen, as lumbermen and builders know too well from their experience with allocations during the war. High building material production goals along with nicely tabulated figures on the number of homes these materials might provide at certain cost figures make nice reading for the hopeful young veteran and his bride. But, tragically enough, the public does not know that while one set of publicity-minded bureaucrats are turning out reams of such impractical prognostication, other bureaus in Washington are making it impossible for manufacturers to produce those materials.

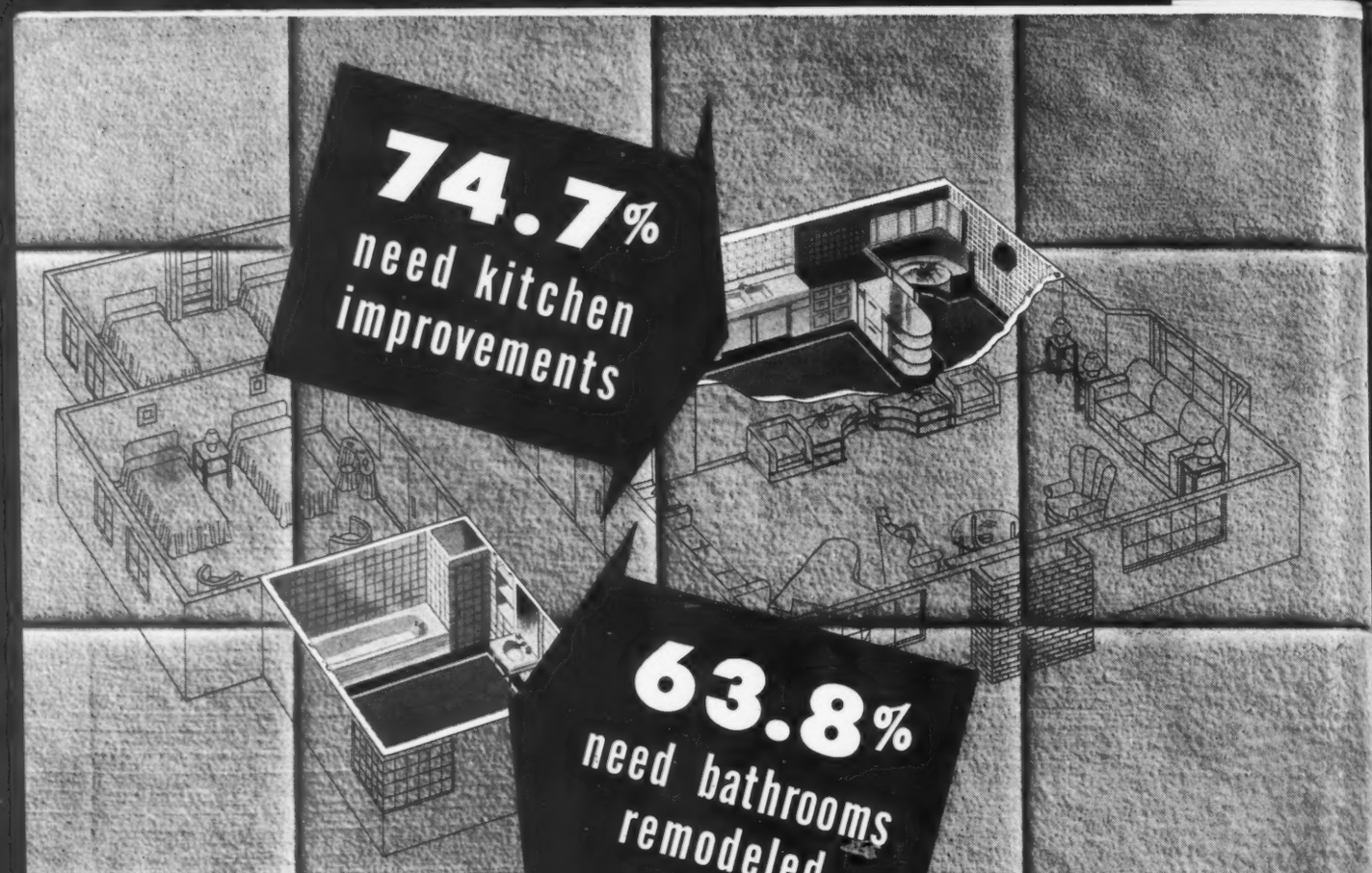
None of the plans to stimulate the low-cost housing industry take into consideration OPA's unrealistic pricing policies and failure to work with business during the reconversion period. While the pricing "messiahs" sit glumly in Washington refusing to make price adjustments which will encourage production of building materials for peace-time use, manufacturers continue to turn out items which were most wanted for war because the price ceiling structure was designed to produce for war. In the midst of extreme pressure to get housing under way in the face of terrific material shortages, OPA consistently refuses to make price adjustments to encourage production, especially in the lumber manufacturing industry.

The supply of building tradesmen to work with all the materials which the dreamers would produce is also neglected in the elaborate planning of impractical politicians. A plentiful supply of building materials will not result in new homes unless there is adequate labor to fabricate them.

The housing situation is serious. Let's be practical about the problem and the preparation of solutions. Let's recognize that it is a problem of producing materials and recruiting manpower. President Truman's plan, the Wagner-Ellender-Taft and Patman housing bills and other Washington proposals as now constituted can only lead to bitter disappointment six months from now for those desiring housing. We must get down immediately to business-like production, on a large scale, of building materials and at the same time recruit labor to fabricate those materials into the housing so badly needed.

Herbert R. Vance

Publisher



NATION-WIDE SURVEY shows vast immediate market for *TILE-LIKE WALLS*

● A nation-wide survey by McCall's Magazine has revealed startling facts regarding today's big remodeling market.

18,580 home owners reported in this great survey—and nearly 8 out of 10 plan extensive kitchen improvements. More than 6 out of 10 plan immediate remodeling of old bathrooms. This is indicative of the nation-wide demand.

Here's a big immediate market for Upson Dubl-Thik Fibre-Tile. With this unusual Fibre-Tile any skilled carpenter can quickly create unusual, charming wall effects in any color scheme, at modest cost.

Start giving your customers the "post war" effects they've been dreaming about—by recommending practical, available construction that will fit their pocket-books. Investigate the immediate possibilities in Upson Dubl-Thik Fibre-Tile—quality-proved on hundreds of thousands of jobs. Stocks are now available.

THE UPSON CO. LOCKPORT, N.Y.

Upson Products are Easily Identified By the Famous Blue-Center

● ***THICKER, STRONGER***
Over ¼ of an inch thick—made of tightly compressed fibres with tile indentations 4" square on a hard-finished fuzzless surface. Neither brittle nor spongy.

● ***ECONOMICAL TO INSTALL***
Requires no backing. Apply direct to studs in new construction . . . or over plastered walls without furring, using Upson No. 2 Floating Fasteners. No nails to mar surface. Panels 4' wide up to 14' in length.

● ***LASTING BEAUTY***
Smooth, non-absorbent surface for enameling in exact color customer wishes. Especially processed to eliminate need for sizing, and provide extremely low finishing cost.

● ***ENDURING SATISFACTION***
Sold by thousands of discriminating dealers for years. Millions of feet now in use in bathrooms, kitchens, stores and shops all over the land. Available now.

UPSON PRODUCTS

UPSON
DUBL-THIK
FIBRE-TILE

Truman Acts to Help Stimulate New Home Construction

Appoints housing expediter and places building materials for low-cost homes under priorities. Congress asked to authorize price ceilings on completed homes.

THE PRESIDENTIAL PROGRAM, having to do with the housing shortage and home-price inflation, seems to have received neither the complete endorsement nor the unanimous disapproval of the industry.

The original announcement made the front pages of practically all the nation's newspapers. Few stories about the economic home front ever got better coverage; so it must be that every citizen is informed about the White House plan. However, for the record and to fix up a starting point, here's a brief summary:

Building materials are again under priorities; this time for the benefit of low-cost housing. About fifty percent of these materials will be controlled. Wilson W. Wyatt, former mayor of Louisville, has been appointed as housing expediter. Congress is asked to legalize price ceilings for houses. These are the important points. Others include release of government-owned houses, for the use of veterans and their families. Orders will be issued to the Army and Navy to suspend all construction not immediately needed. Government-owned building materials, suited to the construction of houses, are to be released and sold to builders.

The authority to place building materials under priorities is found in the Second War Powers Act. This law is to expire at the end of the year; doubtless will be extended by Congress.

Plan Simple Priorities System

The order setting up the new priorities has not been set, at this writing. The statement made in the Civilian Production Administration offices is that procedures are to be kept as simple as possible; even at the risk of leaving a few loopholes through which violators might escape. This simple procedure is intended to avoid "bureaucratic bottlenecks"; the sort of thing that causes a business man to take a long look at the rules and to decide that under the circumstances he doesn't care for the business.

The fifty percent of lumber that is brought under priorities must be items suited to house construction. This ruling apparently will serve as a kind of directive to the mills, in regard to sizes and patterns they are to produce. This priority lumber, as we understand it, will be sent through the channels generally recognized by the industry as being the normal suppliers of housing materials. Priority stock on sale, say, in a distribution yard must be held a specified time, subject to purchase by house builders. Any such stock remaining unsold at the end of the period is released and may be sold for any purpose. The paper work involved in buying priority stock from a mill has not been officially outlined at this writing. It probably will be no more involved than writing a letter to the control agency, listing the stock needed and agreeing to sell it according to the general priority rules.

Because of the importance and interest in Washington developments concerning the home building industry, our regular "Washington Calendar" feature is appearing on these pages in this issue.

Price Ceilings on Houses

Price ceilings for houses continues to be a sore point. Mr. Bowles has fought for the idea consistently. Mr. Snyder decided against it some weeks ago but seems to have changed his mind. Before such ceilings can be set, there must be enabling legislation passed by Congress. The Patman Bill has been introduced largely for this purpose.

Real estate men are united in opposing these ceilings; and at the moment Congress appears to be reluctant about granting this pricing authority. However, there's a huge pressure being heated up for it in the press; and nobody is smart, these days, who discounts the power and effectiveness of public pressure movements. Some foolish things have been accomplished since V-J Day, and more are imminent. The difficulty involved in opposing popular demands is found in the easy charge that the industry, in opposing what it considers to be ineffective and dangerous methods, wants to exploit the public. The real estate opposition to price ceilings is based upon the belief that these necessarily crude controls will drive builders out of the market. Chairman Spence, of the House Banking and Currency Committee, has expressed the belief that diverting materials to houses costing less than $10,000 will probably be an effective price control. The National Association of Home Builders take the same position; and the National Association of Real Estate Boards believes that ceiling prices would nullify any benefits flowing from priorities.

May Discourage Building

The Washington *News* says it this way: "We aren't convinced that price ceilings will be effective either against the housing shortage or against inflation. Unless imposed with care, and with full recognition of the increase in building costs, they will prevent or discourage the building of new homes and so raise the inflationary pressures on the prices of old ones."

The three important points, then, in the Truman program are the return of priorities, the appointment of a housing expediter, and the

legalizing of price ceilings for houses. The first probably will be done before you see these lines. The second has been done. The third is still pending in Congress.

Lumbermen are lukewarm about the whole show. They're rather interested in priorities for smaller houses; hope these things really will not involve weary paper work; rather doubt if the priority idea is man enough, at this late date, to slug it out successfully with the black market tough guy; hope priorities may channel a little more lumber into distribution yards.

Some of the Background

Lumbermen take the White House program seriously. They must; for in both direct and indirect ways it's aimed at their industry. They'll try to make it work. But it's necessary, in order to understand what's involved, to look beyond the details of the operating program.

It's fair to assume that the White House knows about and in a measure is guided by the analytical findings of government planners and specialists. The National Housing Agency states that the country will need 16,100,000 new housing units in the next ten years. It concedes that 1,610,000 a year are quite a few houses; so it has set a minimum of 1,260,000 a year. Well, Mr. Snyder says that to build 500,000 houses a year would involve a huge increase in both materials and labor over the amount now in sight. Those sixteen million houses will be needed over a period of ten years; not all in '46. But the immediate need is much more than the one-year average. A well-known national magazine, analyzing the NHA figures, sets the '46 need for new housing units at three and a half million. Then if a miracle happens, and if Mr. Snyder gets his big increases, and if we build half a million units in '46, we will have met something less than fifteen percent of the year's immediate and pressing need for houses!

No Temporary Crisis

Whatever else these figures may be and do, they quite definitely do not suggest a casual and passing crisis, a temporary shortage or a minor household accident that can be fixed with baling wire and the loan of a neighbor's pliers. The economic specialists tell us, in mournful numbers, that the house shortage is cumulative; that it has been gathering head for years; that it is older than the recent war and older than the pre-war depression; that it is national in scope; and that few if any cities and towns have buildings enough to avoid indecent exposure. In fact the shortage is an issue of the entire national economic pattern and can be cured only through the national management of the entire pattern.

The President doesn't seem alarmed. Sure enough, he pays some mind to the crisis. He suggests that we stop building factories and bowling alleys for a while and put the lumber into new houses. He appoints a straw boss in charge of bottle necks. He suggests that if houses are scarce, maybe they shouldn't cost too much. He thinks it might be a good idea to let the veterans and their families set up housekeeping in some of the barracks and war housing the Armed Services no longer need. The President definitely doesn't carry on like a man who has met a ghost.

This journal wouldn't suggest that the President doesn't take his economic soothsayers seriously; but maybe he's met them before. Nor does it suggest that there is no housing shortage. There is one, and it is serious. But the figures quoted above, if not on the silly side, are definitely unrealistic. The economic planners don't differentiate between a desire for a home and the ability to enter the market; between a social need and an economic demand.

Of course, measured in any terms you may choose, there is a house shortage. Houses wear out and become obsolete. Population increases. Building has been checked, both by the war and by the prior depression. Moving of populations, increases in savings, a lively sense of what the Federal government can be induced to do and a score of other factors have increased the demand for houses. Some of it is economic demand, some wishful thinking. But all of it has an enormous impact upon Congress.

There is a special factor in the storm of pressure, denunciation and demand that has been stirred up by the housing business; a factor no lumberman can afford to ignore. It is the effort to make the lumber and building industry the malefactor or at least the scapegoat of this housing crisis.

National magazines and metropolitan newspapers, with a shrewd and practiced eye for the news value involved in turning up a villain, have returned again and again to the charge. Says one editorial page, ". . . the home-building industry in all its branches must be fundamentally reformed." Says another, ". . . an industry of hand tools, producing laboriously and inefficiently an inferior product." The magazine *Life* devotes ten pages to the shortage and to the backwardness of the building industry. "Never was there an industry," says *Life*, "which so little deserved the coming boom or was so unready to rise to the occasion." "If the housing industry had done even a passable job in 1910-40, we would not be in this jam today." "House building is perhaps the only big industry where the manufacturer (i.e. contractor) buys his raw materials from a retailer." ". . . the building industry just doesn't give enough house for the money."

No need to rub it in, and no need to tell you that these are violent extravagances. You know how to measure them. Your customers do not. In these days of passionate pressures, this storm of grotesque publicity can be and is being used, in Washington and elsewhere, to promote projects and movements that would not stand up on their own merits. Your association representatives in Washington are subjected to this kind of attack when they defend your interests. They don't mind personally, since they're wise and patient as well as clever men. But they do mind professionally, since these unfair tactics have a heavy impact upon your business. Make no mistake about it; this flood of intemperate publicity, made up of denunciation and unverified figures, may well be the current factor in public life of most concern to you.

But in addition to the public-opinion weather in general, there are specific matters that should be watched. The Patman Bill, already mentioned, is not likely to pass. It could, if the opinion weather continues to cloud up. This bill would set up an Office of Housing Stabilization, with authority to set ceiling prices on houses and to put building materials under allocation. The Wagner-Ellender-Taft Bill, which is given more chance to pass, would provide for housing research, easier credits, smaller down payments, more years to pay for houses. The NRLDA is opposing this bill in its entirety; points out that it is a depression bill; in no way stimulates production; by easing credits increases competition for existing houses; gives the control agency the right to allocate housing regionally and to favored income groups; and so on, through nine major objections.

Prime Problem in Housing Still Not Being Considered

Industry leaders comment on President Truman's plan for priority and pricing of building materials, call attention to lack of incentives for production, or any plan to stimulate output. NHA's Blandford praises President's action.

PRESIDENT TRUMAN'S PLAN to help stimulate low-cost home construction is being received with varied reactions in the nation's retail lumber and building material industry. Generally, dealers feel that the plan to put building materials back under a priorities system designed to channel them into the low-cost home building field is commendable, providing the system is not too involved to prevent efficient operation. Almost invariably industry leaders point to the fact that the government still has not recognized that the prime problem in the entire housing shortage is the lack of building materials and the labor to fabricate them.

Don Campbell

Don Campbell, former chief of the distribution section of the Lumber and Lumber Products Division of the War Production Board, comments on President Truman's plan as follows:

"To control the flow of materials for low-cost housing may be necessary, but the shortage of housing is primarily due to lack of these materials. A realistic approach to this problem must be made and authority to take action to increase production must be available. My own reactions, without having had time to discuss the matter with others in the industry, are as follows: 1. Increase the mill price on all bottleneck lumber items, the increase to be passed on to consumers; 2. Require mills to channel a certain percent of their production in construction items to distributors, manufacturers or contractors for use in low-cost homes; 3. Limit higher cost homes, commercial and industrial construction not now started to approved projects."

Mr. Campbell continues: "Pricing present real estate is an administrative impossibility. Therefore, the best check on this is new construction and a substantial tax on profits of all home sales where ownership is held for a certain specified short period of time. The job is tremendous, but not impossible of accomplishment if production incentives can be intelligently made with provisions to channel this production into needed uses."

Norman P. Mason

Norman P. Mason, vice president of the National Retail Lumber Dealers Association, in his comments on the plan, also points to the need for relieving the bottlenecks in building material production. He says:

"This is a personal opinion and not necessarily the retail lumber industry's viewpoint, but I believe many, many other retailers share my opinion.

"Like every other good American, I want to do all I can to help alleviate the critical housing shortage. I believe action must be prompt and vigorous to break the bottlenecks which are delaying home building. I have twenty-eight of my own employes — veterans of this war — coming back from Germany and from the South Pacific — who need houses and deserve the best our industry can give them. I am sure from my travels all over the country that the same critical housing shortage exists in nearly every community.

"I fear that President Truman has been poorly advised and that the steps he has taken will not even start to cure the situation. We need added production — not allocations. We need less hampering red tape — not more. We need a realization that price controls of completed houses can result in the worst epidemic of shoddy construction we have ever seen. Private enterprise will welcome the opportunity to build good homes for our returning veterans if those lumber and building material price controls which are hampering production are either immediately put under practical administration or, lacking this, if they are completely abandoned.

"For example, now, four months after V-J Day, the Office of Price Administration plays at "hold-the-line" while lumber mills saw lumber on price schedules which emphasize the production of big timbers for war needs instead of boards and small dimension for home building and thick clears instead of flooring, siding and sheathing.

"Instead of a policy of allocations and further controls we must encourage production by vigorously pushing aside everything which stands in the way of increased production of materials for housing," concludes Mr. Mason.

H. R. Northup

H. R. "Cotton" Northup, secretary-manager of the National Retail Lumber Dealers Association, Washington, D. C., states the Truman plan clearly fails to attack the main problem of stimulating production of building materials. His reaction to the proposal is as follows:

"I believe that the President's plan, which has been given such widespread publicity, will, in its present form, only afford the home-building industry, the returning war veterans and other prospective and needy home owners a very minimum of relief, and I fear very greatly that within thirty to sixty days a wave of disappointment will sweep the country because the President's plan fails to attack the real problem: namely, the problem of stimulating production of building materials. What is needed are not allocations of materials or priorities on materials nearly as much as we need some constructive action to stimulate production.

"I can foresee prospective home-

(Continued to Page 92)

Probing Future for Lumber

Following its discharge from all-out production for war, the industry now takes a look at current and future production, distribution and timber supply problems.

DURING THE WAR, as the industry knows too well, the total of all lumber inventories declined from more than 18-billion board feet to less than six billion. The difference was a highly useful cushion for the war effort. Retail stocks, the current "local inventories," are less than two-billion feet. They should be at least three times that size for efficient service to the public.

Local customers ask why the industry can't catch up on stocks, now that military buying is at a minimum. The industry is catching up; but it's a not too speedy process. Retail demand registered at the mills is terrific. A dealer who turns his stock three times a year will presumably buy one-third of what he considers to be his normal inventory each four months. But as soon as the war ended, retailers quite naturally wanted to build up their stocks. Nationally, they had but one-third of normal supplies; so apparently they placed orders for two-thirds for immediate delivery. This avalanche of course found the mills with depleted stocks, due to the war drain.

Mill production has been declining for several years, even under the lash of war. Equipment wore out, men were drafted or went into higher-payng war plant jobs. At present, there's a war fatigue; a morning-after hangover that is affecting all production plants temporarily. A good many mills have returned to the short work week. A good many timber owners want to return to sustained-yield cutting. There are legal cases pending that involve travel time, and if decisions are adverse the defendants will be in serious financial distress. They're not in a mood to break any production records until they see whether or not they have businesses left. Prices in relation to costs haven't been settled satisfactorily.

Reconversion Problems

In short, the industry is obliged to do a whitewing job of cleaning up after the war. There are a hundred factors involved that delay the business of filling the local lumber inventories. But the job is being done; and industry leaders have been and still are confident that by the time the public wants lumber in quantity it'll be available. These current months constitute the lumber industry's change-back period. The industry, as has often been pointed out, doesn't have to rebuild its plants or introduce new models. But it's not as simple as that. There's a reconversion problem; both at the mill and at the retail yard. And the more it seems to be simple, the more it isn't simple. But it's being done.

As this reconversion job gets done, during the current winter, the industry will move over into the task of meeting its first big postwar test.

Leaders in the lumber industry are estimating lumber consumption for 1946 at 30-billion feet. Several think this is a little high. In general there's a not too positive belief that real demand will not go above this figure. At least one industry leader believes that if the public wants 40-billion feet during the year, the mills can produce it. He adds a few collateral conditions; such as reasonable prices and absence of labor disturbance. He has uncomplimentary things to say about those critics who denounce the lumber industry because it does not immediately produce a flood of lumber and who at the same time demand higher wages for labor and maintenance of the present ceilings for lumber.

But the industry does have the basic resources to do the job, if it's given the chance. The standing timber in the forests is estimated at 1,600-billion board feet or even more. While sawmill equipment is worn there's reason to believe the saws and the kilns are equal to the estimated footage for the year. Not least important is the fact that this country has never experienced a continued lumber shortage that could be charged to the failure of the industry's production will or know-how. Labor troubles and price patterns can hinder. But the trees and the saws and the production knowledge and will are available.

"The Industry Can Produce"

Richard A. Colgan, Jr., executive vice-president of the National Lumber Manufacturers association, took a long look at '46 house building, remodeling and repairing and made this statement. "Given the breaks, I am confident that the lumber industry can produce a supply of its commodity that will match or surpass the output of the other essentials of construction."

The L&LP Division of WPB gave out these production and distribution estimates for 1946:

Item	Billions of Board Feet
Total Production	30
New Housing	4.0
Repairs	5.6
Other Construction	3.0
Millwork & Flooring	1.0
Industrial	10.4
Export	1.0
Military	1.0
Stocks	4.0

Note that the amount assigned to inventory stocks is equal to the amount assigned to new houses. The industrial figure may be lowered, if the effort in Washington succeeds in diverting part of this amount to veterans' housing. The National Retail Lumber Dealers association has asked that all export of lumber be stopped for six months. This the table may be adjusted; but in broad strokes it does represent about what the industry expects in 1946.

Several analysts are looking at the record for 1940; thinking it may parallel 1946 in a rough way. Here is a percentage table, quoted by Frank J. Hanrahan in *Mechanical Engineering*, for the earlier year. Bear in mind that production in '40 amounted to 32-billion feet.

Item	Percent
Building & Construction (excluding railroads)	67
Boxing & Crating	14
Industrial	10
Railroad	6
Export	3

The nature of the '46 market hasn't really emerged. There are construction men, whose opinions

command respect, who do not think the big drive for home building will develop fully until '47. They think that in '46 there will be remodeling, repair, dividing big homes into small apartments and the like. They expect some 35 million or more homes to get more or less fixed up; think that this may be the speediest if not the most satisfactory way in which to tackle the current house shortage. But they expect the footage of lumber used in new construction and repair to be fairly constant, no matter how the total is divided among the different items.

Lumber for the Future

The problem of the short, immediate period is reconversion; that of the second period is return to quantity distribution; and that of the long third period is forest maintenance and handling efficiency. No need to labor the primary importance of forest resources to lumber manufacturers and wholesalers; for without these resources their business would soon be one with Nineveh and Tyre. And in so far as retailers depend upon frame construction, they too have an equal interest in the forests.

It isn't surprising that the story of this industry includes a long series of prophecies about the duration of the forests; but it is surprising that so many of these predictions, some made more than a hundred years ago, should have viewed the future with so much alarm. Had they been just fairly accurate, this country must have run out of lumber well before 1900. While their various dates of doom have passed without seeing the disappearance of the forests, the predictions continue to be made.

Much of this alarm is quite honest, and some of it may be justified; since we are drawing out of the forests at a faster rate than we are putting back. The "removal factors," however, include losses by fire, insects and tree diseases; a loss that can be and is being reduced. There are those who think the forests can't support the strain of demand; not only to meet the current house shortage but also to supply the raw materials for new products and uses now being developed by applied science. And there are those who fear the forests have been permanently injured by the cutting for war purposes.

Something is known of new uses and new products; but the nature of this demand can't be fully known until more of the new developments are on the market. But the records of growth, replacements and harvesting throw some light upon the present relationship of the forests to current uses. Many of the following figures are from a statement entitled "Lumber After the War," made by S. R. Black, of the Weyerhaeuser Sales Company.

Relation of Drain to Growth

In 1936, the lumber cut amounted to 27.7 billion feet, and the growth

Teamwork and Research Are the Watchwords

By C. ARTHUR BRUCE,

President, National Lumber Manufacturers Association

What can be the most prosperous era in the history of the lumber industry opens with 1946. To realize its whole potential, two factors must be exploited to the fullest: complete co-ordination between all elements of the industry and unremitting research aimed at improving our products and developing new ones.

The National Lumber Manufacturers Association, with its affiliates and its sister organization, the National Retail Lumber Dealers' Association, offer natural and established focal points for heading up industry efforts to improve the competitive position of lumber. Teamwork here is already established and deserves the support of the industry at large.

At the recent annual meeting of NLMA, the board of directors re-examined the association's schedule of activities and re-adjusted the program to meet post-war conditions most effectively.

Research has come to lumber to stay, and on it hangs the future of the industry. In the face of fierce competition from new and improved products of other materials . . . which, incidentally, were developed or improved by research . . . our industry must step-up and speed-up its own program. A good start has been made, but it is only a start.

During the year past seven hardwood associations and one wood office furniture group have co-operated in continuing the hardwood research program which was started in 1944. All the regional associations continued their financial support.

The projects undertaken include impregnating wood, development of by-products from wood waste, development of "cigaret-proof" desk and table tops, development of instantaneous setting glues, and chemical bending.

A list of 250 proposed research projects was examined and priority given to studies aimed at increasing the dimensional stability of wood and the development of economical methods to reduce wear and prevent splitting of wood cross ties. The dimensional stability project is of direct interest to the retail dealer, as its solution will ease one of his most difficult competitive problems. The cross tie project is as important to the railroad people as to lumbermen, and we can reasonably hope for whole hearted co-operation from them.

These are promising and practical enterprises. I am optimistic that many more will be launched during the coming year and that the program will continue to expand from year to year until lumber ranks as the most progressive of industries in improving its products and broadening its field.

of the forests amounted to practically the same figure. Production and reproduction would have been in balance, save for losses from fire, insects and disease. Adding these losses, the relation of forest drain to forest growth was 1.2 to 1. According to the United States Forest Service, in a list of twelve items representing the principal forest removals in 1936, lumber stands first; fuelwood second; insects and disease third; and fire fourth.

From '31 to '35, lumber production averaged 16.4 billion feet a year. For the entire decade of the '30's, average production was 21½ billion feet a year. In 1940 it was 32 billion feet. In '41 and '42, the big production years of the war period, the average was over 36 billion feet. Then production began to decline.

During the war years, clearly enough, the drain exceeded the growth factor that was set up in 1936. But an average of the years from '31 through '44 shows a drain smaller than the '36 factor.

No one knows what the post-war average cut of lumber will be. Mr. Black thinks it will be less than 30 billion feet a year. He calls attention to the more rapid growth on forest lands when mature timber is harvested; also to the rising efficiency in controlling fire and disease. Tree farms are increasing rapidly; now include about 11 million acres. While this is not yet a dominant factor, it is a portent of a balanced forest budget. The lumber industry, says Mr. Black, "is gradually changing from an industry engaged in liquidating virgin timber, into an industry that is building a permanent prosperity upon managed forest lands devoted to the production of new crops of trees. . . It is hard at work and making marked progress in growing its raw material on a scale equal to its use."

G. H. Collingwood, Chief forester of the NLMA, referring to the broadcast which had expressed doubt of the industry's ability to grow the 20 billion cubic feet per year that might soon be needed, made this comment: "Little credit is given to the fact that trees grow, that forest protection is expanding and improving, and that an average growth of only one-half a cord per acre per year on the 460,000,000 acres of commercial forest land would more than meet the expected demand."

While the forests will not keep up without help, they are getting that help. It seems clear that the forests are moving definitely from the pioneering into the managed industrial stage. Without question more uses, and hence more total demands upon the forest, will be developed; and it seems equally true that the managed supply will equal these demands.

Table 1. Distribution of Saw Timber by Regions

Region	Per cent
Pacific Northwest	50
South	22—
California	12+
Southern Rocky Mountain	7+
Northeast	5—
Lake	3+
Central	1—
Total	100

Table 2. Distribution of Saw Timber by Species

Species	Billion board ft.
Eastern softwoods:	
Southern yellow pine	197—
Spruce and fir	24+
White and red pine	18+
Hemlock	18—
Cypress	12—
Others	9—
Total	277—
Eastern hardwoods:	
Oak	84—
Birch, beech, maple	55+
Red gum	28—
Tupelo	20+
Yellow poplar	10—
Cottonwood, aspen	8+
Others	61—
Total	266—
Western softwoods:	
Douglar fir	490—
Ponderosa pine	225—
True fir	122—
Western hemlock	116—
Spruce	63—
Redwood	39+
Lodgepole pine	39—
Western larch	25+
Sugar pine	25—
Western white pine	18+
Others	55—
Total	1216+
Western hardwoods	5—
All species	1764—

Table 3. Ratios of Annual Drain to Growth (1936) by Regions for Saw Timber and Cordwood Combined

Region	Ratio
Northeastern	1.1
Central	1.6
Lake	1.0
South	1.0
Pacific Northwest	1.7
California	3.2
South Rocky Mountain region	0.8
Total	1.2

The extent of our timber resources is usually underestimated. About one-third of the area of the United States is forested. This is about one and one-half times as much area as in food and textile crops, or nearly 5 acres of forest land for each man, woman, and child. According to the latest United States Forest Service statistics (1936-1938 revision) there are now in the United States 630,000,000 acres of forest land of which 462,000,000 is commercial forest land, capable of producing timber of commercial quantity and quality, and available now or prospectively for commercial use. The total stand of saw timber, excluding trees smaller than 9 to 15 in. diameter, depending on cutting practices of the area, is 1764 billion board feet.

New Technical Developments

While the well-known uses of wood and forest products will doubtless make up the bulk of demand in the coming few years, the technical developments so far utilized have been of immense importance in themselves, and they foreshadow still other scientific miracles to come. In the war, the lamination process and the use of connectors bulked large in the newer technical developments. Plywood airplanes; hangars of wide spans, free from posts; wood boats of many designs were of extraordinary importance. Incidentally, the Army developed a fumigation chamber for handling the clothes of soldiers and prisoners. This device was made of plywood, with a special gas-tight locking joint. Three of these affairs could be loaded onto an Army truck and taken right behind the lines. The fumigation gas was carried in beer tins; which helps explain why these tins disappeared from the home market. Previously, fumigation stations had to be carried on trains; and often men infected with such things as typhus vermin were taken into rear echelon areas and thus spread the infection to the main army, simply because the stations could not be moved nearer the battle lines. These portables saved many lives and stopped much discomfort. An incidental service by wood technologists.

Chemical developments are well known; such as rayon, paper products, cellophane, laquers, photographic film and the like. Add also the fairly recent developments in compregnated and impregnated woods, made possible by the new resin compounds. Add also new methods, including chemical methods, of seasoning wood; new processes for softening wood so that it can be shaped while in a plastic condition; new wood composite products; and so on, through an almost endless list. Many of these articles will reach retail yards. Perhaps of special importance to the retailer of the future will be laminated products and the Teco connectors which make possible the erection of mill-type buildings by local lumbermen.

Industry Rigidly Regulated During War

Numerous production and distribution orders channeled lumber to most critical military and civilian uses.

THE STORY OF LUMBER during the war period is the story of a shift from oversupply to scarcity. This change in the pattern is, of course, the real background for the control orders that finally culminated in L-335.

When the government began seriously to build for defense, the sawmill capacity of the country was estimated roughly at forty billion feet a year. That amount was not being produced; but the industry thought it could be produced without much trouble. Later bottlenecks, such as the shortages in manpower and equipment, were scarcely imagined.

Lumber inventories, actually in being and ready for use, amounted to more than six months' production. So lumber was considered a great plus item; a reserve that could be drawn upon almost at will to meet the shortages appearing in other materials. Lumber industry leaders encouraged this idea. Timber replaced steel in subchasers, in river barges, in radio towers, in industrial construction, in bridges, and for scores of other purposes. Wood barrels replaced steel drums. Ply wood took the place of the then scarce light metals in the construction of gliders and transport planes. In the early days of the defense program, lumber seemed so plentiful that several wood-using civilian industries, such as furniture manufacture, were allowed to expand.

Federal Controls Necessary

The first shortages, naturally, showed up in individual species and grades and were not considered symptoms of an over-all lumber scarcity. In fact it was not until 1944 that hard experience convinced both the industry and the Federal control officers that a national budgeting of lumber was inescapable. The first special lumber problem had to do with an imported

J. Philip Boyd

who served as chief of the Lumber and Lumber Products Division of the War Production Board.

wood, generally looked upon as a novelty. This was balsa wood; used by the British in building the mosquito plane and by this country in making life rafts and life preservers. Balsa was the first lumber species to come under complete allocation. Another, and a much more spectacular, problem had to do with aircraft stock such as Sitka spruce. Allocation of this aircraft stock and cutting directives to mills were put into effect in the fall of 1942.

The government's defense program made something of a start as early as 1939. It was a small beginning, and the construction industry rather took it in stride. But early in 1942 it became apparent that some controls would be necessary; not only over materials of construction but also over construction projects. In April of 1942, the WPB issued Limitation Order L-41, placing restrictions upon so-called nonessential civilian construction. While L-41 is not a lumber-control order, it is definitely part of the control pattern. It accomplished its intended purpose of diverting building materials and labor from civilian to military construction. Total private construction in 1941 amounted to $5,316,000,000; and in 1944 it amounted to $1,582,000,000. The restrictions in the order were somewhat relaxed after V-E Day; and in October of this year the entire order was revoked.

First Restrictions in 1942

The first big restriction order placed directly upon the use of lumber was Limitation Order L-121, issued by the WPB in May, 1942. It gave the Army and Navy a blanket priority in purchasing softwood lumber of construction grades. These grades included about seventy-five percent of the total lumber production. Military and other public agencies could not, or at least did not, prepare definite statements in regard to their lumber requirements; and this explains the arbitrary, over-all nature of the order. L-121 was issued originally for a period of sixty days. It was later extended and was finally withdrawn in August, when General Conservation Order M-208 was issued.

M-208 was regarded as a correction of the clumpsy characteristics of L-121 rather than as an advance toward complete control of lumber distribution. M-208 was a combination of conservation and limitation factors. It set up a rating system and in general prohibited the purchase of softwood lumber for specified uses, on ratings lower than those named in the lists that were included in the order itself. M-208 was rewritten in January of 1943.

A pointless difficulty began showing up; namely, competitive bidding within the Military Services for scarce lumber. This was met by the creation of the Central Procurement Agency. The CPA was

HOW LUMBER CONTROL WORKED

Supply, Requirements, Authorizations, and Allotments During the Control Period

	1944		1945	
	3rd Q.	4th Q.	1st Q.	2nd Q.
	Million Board Feet			
Net Allocable Supply	8,732	7,299	7,449	7,740
Requirements Submitted	11,021	9,934	9,746	9,807
Authorizations Granted	9,729	8,919	8,231	8,108
Allotments Issued	8,813	7,327	7,775	7,956
By Industry Divisions	5,264	4,710	4,804	4,622
By Military Agencies	1,750	1,152	1,332	1,346
By Export Agencies	145	95	118	192
By WFA County Boards	451	245	228	324
By NHA	282	165	222	388
Self-Certified Reserves	692	749	743	780
Uncertified Reserves	229	211	328	304

(Prepared by WPB)

given the duty of buying for the Army and Navy and Maritime Commission; later for other agencies. This was a wholly new idea; one for which there was no precedent. An immediate benefit was the elimination of a good many artificial shortages.

Some Orders Seldom Used

Many control orders were issued; such as L-150, put into effect in October of 1942 and rewritten in August of 1943 as an allocation order dealing with softwood plywood. M-234 was issued in September of 1942 to permit the Western Log & Lumber Administrator to allocate Douglas fir logs; an order seldom used except to break bottlenecks.

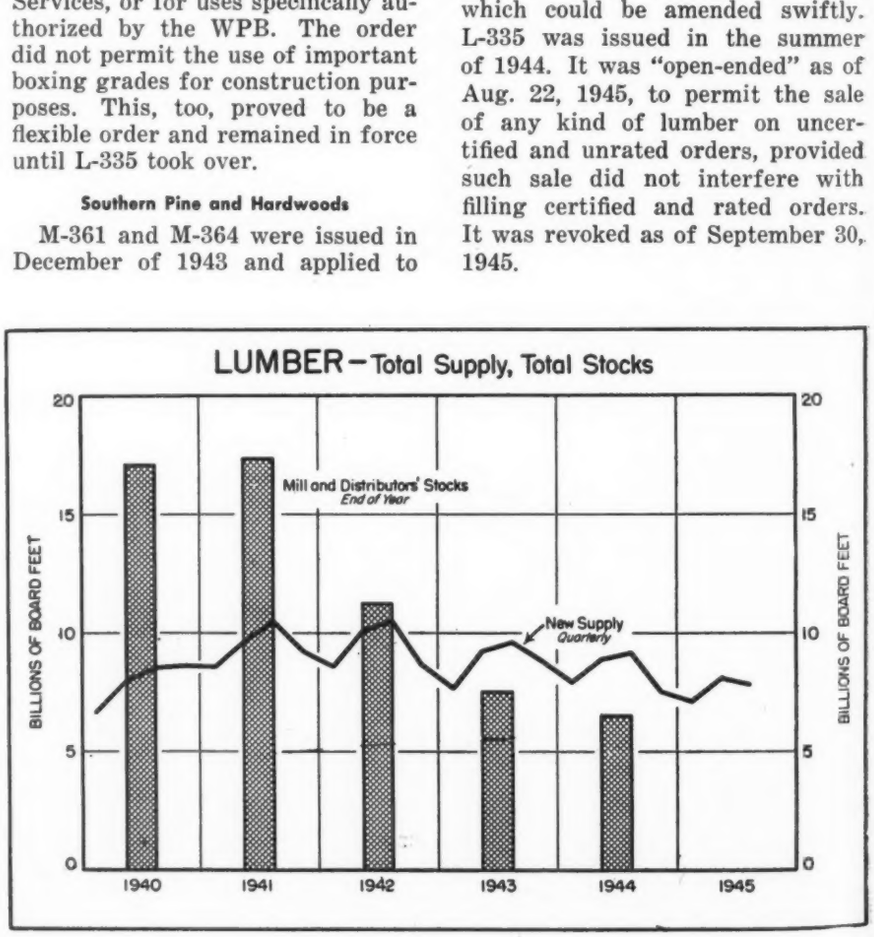
L-218, issued in October of 1942, prohibited the sale of No. 2 and better Douglas fir lumber except to the CPA or to persons designated by that agency or upon specific authority granted by the WPB. At the same time these items were removed from M-208. L-218 was continued until August of 1944; at which time all lumber was placed under L-335. The 218 order seems to have been reasonably flexible and effective; could be adjusted quickly to release surplus stock to civilian purchasers.

In 1943, the lumber shortage as an over-all affair became more apparent and more acute. Military needs took an enormously increased percentage of softwood for boxing, crating and dunnage; later extended this use to other species. In 1943 the military demand for these purposes reached forty percent of the new mill cuttings. In addition to this, military buyers increased their purchases of lumber to be shipped overseas to be used in building air and naval bases, railroads, harbors and cantonments. Meanwhile shortages of labor and equipment were reducing the production of new lumber; and in 1943 the heavy lumber demands were met by drawing upon the national lumber inventory by four billion feet. In May of 1943 the WPB issued L-290, dealing with Western pine. This lumber was in heavy demand both for boxing and crating and also for construction work. The order restricted purchases to the CPA, to contractors or subcontractors of the Armed Services, or for uses specifically authorized by the WPB. The order did not permit the use of important boxing grades for construction purposes. This, too, proved to be a flexible order and remained in force until L-335 took over.

Southern Pine and Hardwoods

M-361 and M-364 were issued in December of 1943 and applied to Southern pine and certain hardwoods. These orders were rewritten the following March, to include all mills producing more than 5,000 feet a day.

Early in 1944 it became apparent that the lumber orders were a patchwork, with too many gaps and exceptions. Despite all the efforts made previously, it was clear that "demand" as recognized under the control orders would run at least twenty percent beyond supply. Furthermore, no workable method had been put forward to screen the less essential from the more essential demand among the war-connected uses. L-335 attempted to correct these matters by bringing all of them under a single, flexible order. Large industrial consumers were placed under a quarterly application procedure. Military and export claimants filed consolidated quarterly applications for their direct requirements. In fact the basic feature of the plan was a quarterly balancing of supply and demand. No plan can be "satisfactory" when demand is running in excess of supply; but L. 335 seemed to operate with reasonable efficiency, from the point of view of the war needs. The order was made flexible by a system of directions and directives, which could be amended swiftly. L-335 was issued in the summer of 1944. It was "open-ended" as of Aug. 22, 1945, to permit the sale of any kind of lumber on uncertified and unrated orders, provided such sale did not interfere with filling certified and rated orders. It was revoked as of September 30, 1945.



CPA Does Biggest Lumber Buying Job *In History*

Organized in September, 1942, with Col. Fred G. Sherrill as chief, CPA bought more lumber in a single year than government had purchased for entire First World War.

THE CENTRAL PROCURING AGENCY, during the latter part of the war, handled what has been called the biggest lumber buying job in history.

The agency set a number of records. In its organization were representatives of the Army, Navy, Maritime Commission, War Shipping Administration, Panama Canal, Defense Plant, Corporation, Coast & Geodetic Survey, and Treasury. The CPA bought lumber for all the Services; and this amounted approximately to half of all lumber requirements for war. In a single year it bought more lumber than the government had purchased for the entire First World War. Buying costs amounted to 0.13 percent; as compared with the 5 percent a purchasing department usually costs the government and the 2 percent usually considered low by private business.

The agency was the product of necessity and developed from practical experience. The Army Engineers were given the initial assignment of constructing the training camps. They had but little information about capacities of sawmills, specific quantities of reserve inventory, or who could furnish what grades and how quickly. The Engineers asked for bids on 200 million feet of lumber to build four cantonments. There was an avallanche of bids. Thirty accountants worked ten days and used 300,000 sheets of paper in compiling the bids. By the time the Engineers worked their way out of the drifts and made the awards, a number of the successful bidders were obliged to decline the orders. They had, in the meantime, sold the stock to other buyers.

New Method on Bidding

Since this wouldn't do, the Engineers devised so-called "auctions." These were held in softwood production areas. Requirements were stated, and producers and wholesalers were invited to offer their lumber; naming the prices they would accept. This was not a "freeze-out", all-or-nothing method. Bids were accepted, beginning with the lowest price for a given species, grade and pattern, for as much lumber as the bidder offered. The buyers then went on to the next price, until requirements were filled, offerings were exhausted, or bids reached figures the buyers considered excessive. Contracts could be prepared and signed in a matter of minutes.

By the middle of 1942, it was apparent that buying competition among the various Services had driven prices up to what seemed unreasonable levels. Harry S. Truman, at that time a Senator and Chairman of the Truman Committee, stated in a magazine article that before the camp program was started, prices averaged about $30 a thousand. After the program was started, the price rose above $40. There followed the centralizing of purchases, and the price dropped below $30.

The Central Procuring Agency was finally put in operation on Sept. 1, 1942. It was built around the purchasing group of the the Corps of Engineers. A Lumber Advisory Board was established by the Army & Navy Munitions Board, to serve as a sort of appeals court in the allocation of lumber to the various government agencies. Apparently it never held a meeting; since any conflicting claims were promptly resolved by the liaison men of the using services.

These using services filed bills of materials with the CPA; and these orders were placed at the next scheduled auction. In an emergency any one of the services could get permission to make direct purchases; if in the judgment of the CPA this would not disrupt general procurement.

Praises Lumber Industry

Head of the CPA was Colonel Fred G. Sherrill; Chief of the Procurement Division, Office of the Chief Engineer. Previously he had been Chief of the Materials & Equipment Branch, Construction Division. Colonel Sherrill was graduated from West Point in '18. He resigned from the Army in '26 to enter business and was recalled to the Army in '42.

The early competition among the Services, in the purchase of lumber, was the result, so Colonel Sherrill says, of zeal of individuals to do their work. He has high praise for the lumber industry; says the industry has met its responsibilities. "In a single month," he declares, "the lumber people have supplied as much as one billion feet of lumber for Army construction alone." On Nov. 17, 1943, the CPA telegraphed 3,000 producers of Southern pine asking that they set aside 25 percent of their production for a period of three months; got immediate notice of compliance from all those to whom the telegrams were sent. The result was 400 million feet of urgently needed lumber in five weeks.

It took six and three-quarters billion feet of lumber to send an army of 7,500,000 men overseas and to keep it supplied for a year. This quantity of lumber would build more than half a million six-room houses; more than twice the number built during each year of the decade ending in 1940.

At the outset of the program, retailers lacking priorities were unable to replenish stocks depleted in the first rush of war construction. But these local stocks were important in meeting recurring emergencies. So arrangements were made for CPA to furnish 38 companies the priorities to procure stock, on the agreement that this lumber be sold only as designated by the CPA. This arrangement was discontinued in June, 1943, as no longer necessary.

Following the end of the war, when the Services needed much less lumber, the CPA was quietly discontinued and the requisitions in the files were returned to the various Services. Many of the requisitions were then canceled completely.

Public Attention Focused on Lumber

Huge pentup lumber demand for new home building and other

The following succession of five articles (through page 46) were prepared by J. L. Muller, chief, and Martha A. Dietz, economic analyst, Lumber Unit, United States Department of Commerce, at the suggestion of AMERICAN LUMBERMAN, whose outline they followed in broad pattern.

CIVILIAN DEMAND for lumber, pent up by years of war, has increased at a rate even greater than anticipated. Regardless of the lateness of the season, extreme buying pressure is being exerted on producers of lumber. Unfilled orders at the mill, still large despite military cancellations, do not indicate the full demand for lumber. Currently, there appears to be no practical limit to the volume of orders that producers could accept for future delivery if they so desired.

Demand is strong for both domestic and export shipments. Currently, domestic demand is greatest from the following major groups: New residential building; industrial building—primarily, alteration, expansion, repair and maintenance; home maintenance, repair, and alterations; industrial use—for the manufacture of products, particularly household goods, including furniture, and railroad car construction; and retail lumber distributors, who wish to replenish their stocks in order to be able to meet increased farm and other building needs expected next spring.

Foreign demand for United States lumber is strong from Europe, South America, South Africa, and Australia and New Zealand. However, controls on lumber exports have been retained to prevent shipments in volumes that could interfere with domestic reconversion programs.

Seek to Expand Construction

In an effort to provide employment and support the national economy, both Government and industry are striving for ways and means to stimulate and expand construction. Expansion of building automatically creates a greater demand for lumber. For example, recent action broadening Federal Housing Administration operations to provide more advantageous credit facilities to the home construction industry are primarily directed at the middle and lower cost markets, where opportunity for expansion is greatest. It is in the middle and lower cost housing markets that the greatest amount of lumber is used. Thus, additional impetus to lumber demand has been provided by FHA's new policies, which include expansion of insured lending to suburban and country homes, increased insurance for lower valued houses produced by operative builders, and the renewal of wartime restrictions on property improvement loans.

In 1946, probably 475,000 new housing units will be started as compared with about 190,000 this year, according to the Construction Division, Department of Commerce. Total construction activity in the United States in 1946 is expected to reach 12.3 billion dollars, compared with an estimated 9 billion dollars of construction in 1945. The 1946 estimate includes 7.3 billion dollars for new construction and 5 billion dollars for repair and maintenance. Excepting the war years, the total amount will represent the highest dollar volume registered since 1929. However, these estimates are made on the assumption that costs will be close to current levels and that there will be a minimum of material and labor bottlenecks.

Supply Is Lagging

Lumber supply, however, has declined rapidly since the close of the war—widening the gap between supply and demand. A contraseasonal decline in lumber production during the third quarter of 1945, and a greater than seasonal decline during the fourth quarter, reduced the supply to such a low level that lumber is now regarded as a critical material endangering the speedy resumption of construction activity and reconversion generally.

Hoped for dissolution of wartime lumber production deterrents has not materialized. On the contrary, they have increased and become more serious than at any time during the war. Lumber stocks, long since depleted, are inadequate to take up the slack in production. In fact, it is essential to build up stocks, especially of dry lumber, to assure uninterrupted progress in increased construction activity expected next spring.

Currently, the supply of dry lumber, especially construction softwoods, is inadequate to meet the demand in some areas. Generally, the most critical items are millwork, flooring and shingles, the production of which are practically non-existent. However, it is reasonable to assume that 28 to 30 billion board feet—the anticipated production of 1946—would be adequate to meet the estimated 1946 requirements which include 8.5 billion board feet for new construction. The latter is the estimated amount of lumber required for 7.3 billion dollars' worth of new construction expected in 1946.

Long Range Supply Is Problem

In addition to the sufficiency of the lumber supply for 1946 or 1947, a most important question which should be considered at this time is whether or not there will be an adequate supply of lumber to meet later demands created by a building program involving a million or more dwelling units which is expected to materialize in about three or four years. In this connection, it is imperative that action be taken now to remove, or at least alleviate, the primary factors adversely affecting lumber production.

A lumber output in 1948 or 1949 no greater than the current yearly rate would be insufficient to meet the demand, if a building boom materializes by that time. Nor would the amount of lumber that the industry could practically produce in one year be sufficient to meet such a demand. A stockpile of substantial size would be necessary. It is important to increase production now in order to build adequate stocks. Even with an increase in output, this will be a rather slow process because of the current large demand.

A substantial increase in production cannot be effected upon short order. It takes time. The production of lumber is necessarily subject to seasonal fluctuations.

Production, Supply Outlook . . . .

construction puts spotlight on both sawmills and retailers.

Furthermore, more man-hours will be required to produce lumber for peacetime uses than was required under the exigencies of war. Customers will no longer be satisfied with green, poorly finished and questionable quality lumber. The disadvantages of using such lumber are well known. The principal demand will be for dry, well manufactured, and properly graded lumber to fit the need.

ESTIMATED QUARTERLY LUMBER PRODUCTION BY REGIONS[1]—1944-45
(In million board feet)

Region	Yearly total	1944 1st qtr.	1944 2nd qtr.	1944 3rd qtr.	1944 4th qtr.	1945 1st qtr.	1945 2nd qtr.	1945 3rd qtr.	1945 Percent change 3rd qtr. 2nd qtr.	1945 Percent change 3rd qtr. 1944
Softwoods										
Southern pine	8,640	2,204	2,303	2,214	1,919	2,001	2,096	1,946	— 7	—12
West coast	7,959	2,097	2,062	1,941	1,859	1,905	1,818	1,419	—22	—27
Western pine	6,007	1,016	1,705	1,929	1,357	1,008	1,555	1,520	— 2	—21
Calif. redwood	651	156	169	168	158	154	171	163	— 5	— 3
Southern cypress	103	27	24	27	25	25	25	23	— 8	—15
Northern pine	142	30	52	35	25	38	50	34	—32	— 3
Northern hemlock	308	79	97	76	56	61	78	59	—24	—22
Appalachian	248	58	67	70	53	55	60	70	+17	0
N. Eng.-N. Y.-Pa.	1,026	251	290	264	221	189	281	261	— 7	— 1
Other	141	34	33	37	37	37	42	40	— 5	+ 8
Total softwoods	25,225	5,952	6,802	6,761	5,710	5,473	6,176	5,535	—10	—18
Hardwoods										
Southern	3,774	878	914	1,131	851	703	797	931	+17	—18
Appalachian	1,398	326	376	411	285	256	344	359	+ 4	—13
Northern	678	200	195	152	131	157	154	114	—26	—25
N. Eng.-N. Y.-Pa.	607	157	169	157	124	105	139	125	—10	—20
Other	872	203	234	254	181	167	246	235	— 4	— 7
Total hardwoods	7,329	1,764	1,888	2,105	1,572	1,388	1,680	1,764	+ 5	—16
Total lumber	32,554	7,716	8,690	8,866	7,282	6,861	7,856	7,299	— 7	—18

[1]On basis of coverage by regional lumber manufacturers' associations.
Source of data: U. S. Forest Service in cooperation with Bureau of Program and Statistics, War Production Board.
Compiled by: Lumber Unit, Bureau of Foreign and Domestic Commerce.

Labor Emerges As Major Problem in Lumber Industry

AT THE CLOSE OF 1945, when an adequate supply of lumber is of paramount national importance in the transition from war to peace, the lumber industry faces more serious production deterrents than at any time during the war. Increasing manpower problems, including labor shortages, strikes, strike threats, and labor unrest, are primarily responsible for the declining trend in lumber production. Other major factors affecting lumber production at this crucial time are an inadequate supply of operating equipment, the relationships between costs and prices, and low log inventories.

The manpower situation in the lumber industry continued to deteriorate throughout the third quarter and most of the fourth quarter of 1945. Labor strikes in the West Coast and part of the Western Pine regions, involving about 60,000 workers in about 500 logging and sawmill operations, resulted in serious consequences, extending beyond the lumber industry. As labor unrest grows throughout the industry, employment drops, shortages increase, and the lumber-production lag increases.

The rate of labor turnover in September, 1945, was higher than in September, 1942, when large numbers of lumber industry workers were inducted into the armed services or left to enter other industries. There is some indications that worker efficiency in regions not effected by strikes has increased, due primarily to the fact that only the more stable type of worker remains. Employers are dismissing the less efficient worker, who of necessity was employed during the war. Thus far, the lumber industry has attracted few veterans and ex-war-industry workers.

The labor strike in the Pacific northwest lumber industry ended at the close of November. Agreements have been reached on wage increases.

In some western areas, agreements on wage increases were reached without work stoppage.

Throughout the lumber industry, production is lagging for lack of manpower. Labor unrest, including wage-increase demands, is growing and adversely affecting lumber production. Except for relatively small areas, notably the Lake States, labor in the lumber indus-

try in the East is unorganized. Therefore, labor disputes are quite localized.

For the most part, veterans and workers released from other war industries are not interested in returning to the lumber industry at this time. Many have sufficient funds to provide for extended vacations or time to shop around for higher paying jobs before accepting lower wages in the lumber industry.

Third quarter employment, normally the largest of the year, was the lowest thus far this year. The Bureau of Labor Statistics index of employment in logging camps and sawmills shows the trend of employment during the past six years:

3rd quarter of	Index ummbers
1939	100.0
1940	103.0
1941	112.8
1942	104.0
1943	87.9
1944	79.7
1945	71.5

Labor turnover rates in sawmills for September, 1945, were exceptionally high. A total separation rate of 12.2 per 100 employees was the highest registered since August, 1942. Quits accounted for 81% of total separations. Total accessions remained well under total separations, amounting to 9.8 per 100 employees. These figures compare most unfavorably with those for September, 1939, when total separations amounted to 4.84 per 100 employees and the quit rate was 1.92.

Some of the factors which contributed to reduced employment in the third quarter of 1945 were: (1) The return of part-time workers to the farm for harvesting; (2) reduction in the number of POW's available to the industry; (3) dismissal of some of the less efficient workers at the close of the war; (4) loss of workers prompted by the removal of the labor freeze, by the easing of draft deferment policies, and by labor disturbances; (5) loss of women workers who had taken jobs only for the duration of their husbands' service with the armed forces; and (6) the loss of young workers when schools reopened.

A few small mills closed during the third quarter of 1945 for lack of labor. In some cases foremen and superintendents have been operating edgers and resaws to prevent closures. Both skilled and unskilled workers are needed in almost all types of jobs — from common labor to head sawyers in the sawmills, and from common labor to fallers and buckers in the woods.

Little improvement in the manpower situation in the lumber industry can be expected before the second quarter of 1946. The degree of improvement will depend to a large extent upon the settlement of labor disputes generally. The higher the wages paid in reconverted industries, the slower will be the improvement of the manpower situation in the lumber industry where wages generally are substantially below most of the other major industries.

Equipment Is Scarce

Although greatly overshadowed by labor problems, scarcity of operating equipment and supplies continued to curtail production generally throughout the third quarter 1945. In October and November, some improvement in the supply of equipment was noted for certain items and some regions.

Shortages of trucks, tires, and repair parts are the most general equipment complaints of operators. Some of the other shortages reported were: Antifreeze in Northern Idaho and Montana; crawler tractors in the Central, New England and Middle Atlantic States and in parts of the South; circular saw bits in Iowa, Illinois, and the lower Southern States; and winter work clothes in Washington and Oregon.

The time required for the delivery of some items of logging and sawmill equipment in October, 1945, compared with prewar delivery time is shown in the table below, as prepared by WPB. Estimated date when delivery of the items will be normal is also shown. Lead time as used in the table is defined as the time lapse between the date of receipt of order and shipping date. WPB pointed out that the "lead times" are averages, and necessarily are subject to varying conditions, but that it is hoped the information will aid manufacturers in scheduling their production and in seeking components and substitute materials.

General controls on the distribution of almost all items of equipment, except truck tires, have been removed, including truck and tractor controls. More heavy truck tires (8:25 or larger) were available in the fourth quarter than in the third quarter, but the supply is still inadequate to meet the needs. On the contrary, fewer truck tires of the smaller sizes (7:50 or smaller) were available in the fourth quarter than in the third quarter. An improvement in the availability of truck tires is expected early in 1946, which may result in an early end to rationing of tires.

Special priorities assistance for the replacement of machinery and equipment and the securance of new capital equipment and production materials has recently been extended to log and lumber producers. The Civilian Production Administration (successor to WPB) may now assign the CC rating to log and lumber producers to obtain equipment which will result in the maintenance of or increased lumber production. Direction 5 to PR-28 classifies lumber as a critical material and sets forth the conditions under which log and lumber producers may be assigned the CC rating. The rating also may be given for maintenance, repair and operating supplies when the producer demonstrates that he is unable to obtain the needed items without priorities assistance. Other construction materials which have been given similar assistance are clay building products and cast iron soil pipe.

Material improvement in the supply of operating equipment and supplies used in the lumber industry is anticipated by middle of 1946. However, a normal supply of equipment is not likely before late 1946, or early 1947, depending upon the speed of industrial reconversion which is now being retarded by labor conditions generally.

Cost-Price Relationships

Reduced lumber production has been attributed also to rising costs of operation, greater than price increases. During the war, lack of

	Pre-war lead time (in weeks)	Present lead time (in weeks)	Estimated date will be normal
Angledozers, bulldozers and modifications thereof			
Logging arches, tractor drawn			
Logging tools			
Motor graders	2-4	12	October
Tracklaying tractors	2-4	12	May
Motors, small	Stock	2	February
Wagons, crawler trailer	2-4	8-16	October
(contractors logging, crane)	2-4	8-24	October
Wheels, crawler trailer	Stock-10	40-80	1947
(complete assemblies)	2-4	12	October
Woodworking machinery, heavy	2-4	12	October
(Sawmill and logging)	4-20	12-26	October

labor and resultant inability to employ extra shifts required the payment of considerable overtime. Inefficient workers, with low productivity, added to the labor costs. In an effort to compete with other war industries, the lumber industry was obliged to increase the wages of its employees.

A longer work week, combined with increased wage rates, boosted pay rolls. In 1941, wage earner payrolls in the sawmills (including logging camps) were 31% higher than in 1939, according to the Bureau of Labor Statistics. During that period wage earner employment has risen only 10%. During 1942 and 1943, when the sawmills were losing large numbers of employers to the armed services and to other war industries, wage-earner payrolls continued to rise rapidly.

In 1943, despite the fact that sawmill employment was 10% below the 1939 level, wage-earner payrolls had risen 54% above the 1939 level. While employment dropped 10% in 1944, wage-earner payrolls declined only 3%. During the first 9 months of 1945, wage-earner employment in sawmills and logging camps averaged 25% less than during the monthly average employment in 1939, while wage-earner payrolls overage 39% greater, according to the Bureau of Labor Statistics. Average hourly earnings have risen from 47.6 cents in 1939 to 79 cents in 1945, representing an increase of 66%.

Indexes of Employment and Pay Rolls, and Hourly Earnings in Sawmills and Logging Camps, 1939-45

Year	Indexes (1939 average = 100) Wage-earner employment	Wage earner pay rolls	Average hourly earnings
1939	100.0	100.0	47.6
1940	103.8	108.9	50.1
1941	110.3	130.7	55.0
1942	105.3	148.9	63.5
1943	90.1	154.3	72.2
1944	80.7	150.2	77.9
1945 (9-months ave.)	74.9	138.7	79.0 (8-months ave.)

Source: U. S. Bureau of Labor Statistics.

During the war, costs of mill equipment and supplies increased. Stumpage and log costs increased also, adding to the cost of operation.

The margin of profit between cost of operation and ceiling prices gradually narrowed and, in some instances, was cancelled. While corrective adjustments in ceiling prices were made, they sometimes occurred too late to avoid production losses and, sometimes, mill closures.

On the other hand, it is interesting to note the behavior of lumber prices as contrasted with other building materials during this war, especially as compared with prices during World War I.

Prices of Building Materials, by Groups, World Wars I and II

Group	World War I Indexes (1926=100) July 1914	November 1918	Percent of change	World War II Indexes (1926=100) August 1939	August 1945	Percent of change
All building materials	52.9	101.8	+92.4	89.6	11.78	+31.5
Brick and tile	38.8	73.7	+89.9	90.5	111.6	+23.3
Cement	55.1	99.1	+79.9	91.3	99.4	+ 8.9
Lumber	50.2	83.7	+66.7	90.1	155.3	+72.4
Paint & paint materials	51.5	133.8	+159.8	82.1	107.3	+30.7
Plumbing & heating[1]	...	...	...	79.3	93.4	+17.8
Structural steel	58.7	153.2	+161.0	107.3	107.3	...
Other building materials	59.4	126.9	+113.6	89.5	104.3	+16.5

[1]Not calculated as a separate subgroup until 1926.
Source: U. S. Bureau of Labor Statistics.

As shown in the table above, lumber prices during World War II increased 72%, whereas during World War I they increased 67%. During World War II, wholesale prices of brick and tile, and cement, leading competitors of lumber in the building market, increased only 23% and 9%, respectively; and the price of structural steel made no advance. In World War I the trend was reversed.

Lumber prices are higher now than at any time since the beginning of World War I, except for the year 1920, when the wholesale price index of lumber was 165 (1926 = 100).

Currently, dissatisfaction with ceiling prices on lumber is widespread throughout the East. In general, western mill operators appear to be satisfied with current ceiling prices, but are apprehensive about the future relationships of operating costs to ceiling prices in view of current wage-increase demands.

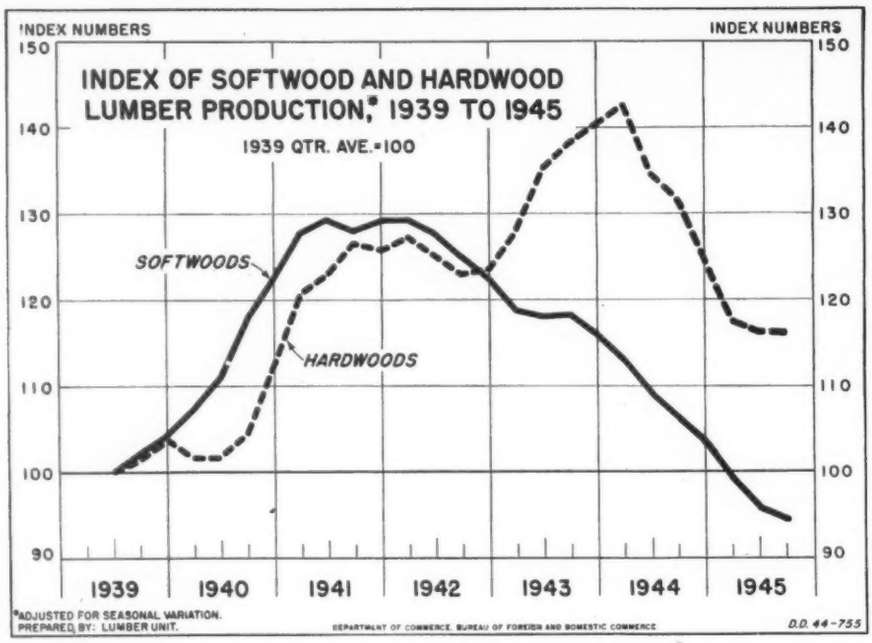
In the East, dissatisfaction with cost-price relationships is reportedly causing abnormal trade practices as well as evasion of ceiling prices. In the South, there is a tendency to cut the most profitable pine items and as much hardwoods as possible; also to convert pine dimension into boards. Furthermore, some of the larger mills are reportedly stockpiling graded lumber in anticipation of price increases. An upward adjustment in ceiling prices on southern pine lumber was issued Nov. 29 as the result of OPA's recent cost survey covering the first 6 months of 1945.

An interim increase amounting to 4% in the ceiling price of hardwoods and $2 in hemlock in Michigan and Wisconsin has been granted by OPA, but operators say that this will not compensate for increased costs resulting from recent wage increases granted by the War Labor Board and log price increases granted by OPA. Operators in the Appalachian and Northeastern regions also express dissatisfaction with cost-price relationships.

Lumber wholesalers' request for an 8% mark-up on mill ceiling price has been denied by OPA on the grounds that the principal difficulty with the distribution of lumber is not in mark-up or lack of mark-ups, but in the fact that there is a short supply. Wholesalers claimed that a mark-up on mill ceilings on all species similar to that now existing on southern pine would result in better distribution of lumber to small retailers. Normally, many small retailers buy lumber from wholesalers, whereas many large line yards buy direct from the mill.

Weather and Log Supply

During much of the third quarter of 1945, many lumber producing regions experienced weather conditions which were unfavorable for logging operations. On an industry wide basis, weather conditions in the third quarter of the year are normally more favorable for logging than in any other quarter. However, during the third quarter



of this year, storms, floods, and bad fire weather in many regions curtailed log production. In October, bad weather continued to hinder log production in some regions of the West, but weather was generally favorable in the East, except for heavy rains in the Southern States west of the Mississippi River.

The fire season in the West started unusually early in the third quarter of this year. Production losses during the last half of September in the northern part of the Western Pine region resulted from storms. Floods in the three Pacific Coast States in October resulted in extensive damage to logging roads and bridges.

During part of the third quarter, bad storms restricted production in the East, from the Gulf States to Pennsylvania, including the southern part of the Appalacian region. The Lake States also had a considerable amount of bad weather in the third quarter. Favorable weather prevailed in New England, the northern part of the Appalachian region, and in the Central States.

The log supply remains low throughout the industry, except in the pine areas of the lower Southern States east of the Mississippi river where log inventories are reported at a nearly normal level. Lack of labor for building up a supply of logs for the winter in the bottomlands of the lower south is expected to have a decidedy adverse effect on the winter and spring supply of hardwood lumber from that section. In the Appalachian Hardwood region most logs are being sawed as fast as they are delivered from the woods.

Some improvement was registered in the log inventories of the West Coast region where the conversion of logs to lumber has been retarded by strikes. Log production has continued without serious interruption. However, log inventories in this region are still far below the 1939-42 average. On November 1, 1945, total log inventories in the three major markets of the West Coast region amounted to 730.4 million feet, 7% below a year ago and 21% less than the November 1, 1939-42 average.

Detailed Review of 1945 Lumber Production Situation . . . .

IT IS UNLIKELY that lumber production in 1945 will exceed 28 billion board feet. If so, it will be the lowest yearly lumber output since 1938 and approximately 15 per cent below the 1944 level. This year's unusually low production is primarily the result of labor disturbances which occurred in the fourth quarter and the latter part of the third quarter, reducing production in the West during October to about half the volume of the corresponding period of last year.

In addition, general labor shortages, absenteeism, holidays and a general "let down" at the close of the war, weather conditions unfavorable to continuous mill and logging operations, dissatisfaction with prices of lumber, and a continued scarcity of operating equipment and supplies all contributed materially to an unexpectedly sharp decline in production in the third quarter. An increase in production is not expected until next spring.

During the third quarter of 1945 (the latest period for which complete data are available) lumber production totaled 7,299 million board feet, 18 percent less than the corresponding period of 1944, and seven percent less than the second quarter 1945. The latter represents a contraseasonal trend. Normally, production in the third quarter is considerably above the second quarter. Production in the first nine months of 1945 amounted to 22,016 million board feet, 13 percent less than the corresponding period of 1944, and 15 percent and 20 percent less than the corresponding periods of 1943 and 1942, respectively.

Softwood Production Trend

As shown in the accompanying chart, softwood production has dropped below the prewar (1939) level. In the third quarter, softwood production amounted to 5,535 million board feet, 18% less than the third quarter of 1944. In the first 9 months of 1945, softwood production amounted to 17,184 million board feet, 12% less than the first 9 months of 1944. It is unlikely that softwood lumber production will total more than 21.5 billion feet in 1945.

Contraseasonal declines occurred in all but one softwood region in the third quarter. Of the large softwood producing regions, West Coast production declined the most —22% below the second quarter 1945, and 27% less than the third quarter of a year ago. Production in the Western Pine region in the third quarter was 21% less than the corresponding period of a year ago. Strikes, strike threats, labor shortages at plants not affected by the strikes, greater number of holidays than usual, time off for hunting, bad fire season and storms are the most important factors which adversely affected production in these two large softwood regions.

Primarily because of strikes, pro-

ESTIMATED QUARTERLY LUMBER STOCKS AT MILLS AND CONCENTRATION YARDS BY REGIONS[1]—1944-45

(In millions of board feet)

Region	1944 1st qtr.	1944 2nd qtr.	1944 3rd qtr.	1944 4th qtr.	1945 1st qtr.	1945 2nd qtr.	1945 3rd qtr.	1945 4th qtr.	Percent change 1945 4th qtr. from 3rd qtr.	Percent change 4th qtr. 1945 from 4th qtr. 1944
	(At beginning of quarter)									
Softwoods										
Southern pine	1,276	1,356	1,812	923	796	883	773	710	— 8	—23
West coast	489	518	540	444	425	370	359	333	— 7	—25
Western pine	1,056	828	912	1,088	1,001	800	886	973	+10	—11
Calif. redwood	84	78	71	69	82	81	67	65	— 3	— 6
Southern cypress	37	44	16	15	17	16	18	17	— 6	+13
Northern pine	12	27	24	16	10	21	24	17	—29	+ 6
Northern hemlock	37	54	58	44	46	45	41	31	—24	—30
Appalachian	29	24	24	27	22	20	18	19	+ 6	—30
N. Eng.-N. Y.-Pa.	155	173	176	121	159	151	197	181	— 8	+50
Other	56	71	19	18	21	23	20	22	+10	+22
Total softwoods	3,231	3,173	3,022	2,765	2,579	2,410	2,403	2,368	— 1	—14
Hardwoods										
Southern	961	864	684	751	675	536	476	546	+15	—27
Appalachian	219	161	151	175	138	133	125	119	— 5	—32
Northern	72	123	112	110	105	119	103	86	—16	—22
N. Eng.-N. Y.-Pa.	42	43	98	98	87	97	95	101	+ 6	+ 3
Other	53	62	51	62	65	60	57	59	+ 3	— 5
Total hardwoods	1,347	1,253	1,096	1,196	1,070	945	856	911	+ 6	—24
Total lumber	4,578	4,426	4,118	3,961	3,649	3,355	3,259	3,279	+ 1	—17

[1]On basis of coverage by regional lumber manufacturers' associations.
Source of data: U. S. Forest Service in cooperation with Bureau of Program and Statistics, War Production Board.
Compiled by: Lumber Unit, Bureau of Foreign and Domestic Commerce.

duction in the West Coast region in October was 58% less than October 1944; in the Western Pine region, 47% less, according to industry reports. Production in these regions in November showed very little improvement.

In the Southern Pine region, the largest softwood producing region, lumber output in the third quarter dropped 7% from the second quarter and 12% from the third quarter of 1944. The major reasons for the decrease in output in this region are labor shortages and unrest, dissatisfaction with lumber prices, storms and floods, loss of workers to harvesting, and holidays.

Hardwood Production Trend

Compared with the prewar year of 1939, hardwood production has been maintained at a much higher level than softwoods. Hardwood lumber production in 1945 is expected to total about 6.5 billion board feet, approximately 10% less than in 1944. In the first 9 months of 1945, production of hardwoods totaled 4,832 million board feet, 16% less than in the first 9 months of 1944, but only 10% and 7% from the corresponding periods of 1943 and 1942, respectively. Third quarter production of hardwoods was 5% greater than second quarter, but 16% below the third quarter of 1944.

Following the usual pattern from second to third quarter, production of hardwoods increased in the southern regions.

Lumber Inventory Outlook Obscured by Uncertainties

THE OVER-ALL CHANGE in mill and concentration yard stocks of lumber during the third quarter was very small — an increase of one percent. Total mill and concentration yard stocks on September 30, 1945, amounted to 3,279 million board feet, 17% less than on the same date of last year. Low production during the third quarter served to hold stocks at this low level.

Hoped for increases in mill stocks, especially construction softwoods, did not materialize during September. Stocks in the Western Pine regions which normally register large increases during the third quarter, increased only 10% during the third quarter of 1945. In the other two large softwood producing regions—Southern Pine and West Coast—stocks declined 8% and 7%, respectively, during the third quarter. Total softwood mill and concentration yard stocks on September 30, 1945, amounted to 2,368 million board feet, one percent less than on June 30, 1945, and 14% less than on September 30, 1944. Softwood stocks can no longer serve as a cushion for production declines. For this reason, construction activity in the spring in certain areas may be delayed temporarily.

Unlike softwood stocks, hardwood stocks at mills and concentration yards, totaling 911 million board feet on September 30, 1945, increased 6% during the third quarter, but were 24% less than a year ago. The largest increase in hardwood stocks during the quarter occurred in the Southern region, where there was a tendency on the part of some pine producers to shift to the production of hardwoods. Mill and concentration yard stocks increased 6% in the New England-New York-Pennsylvania hardwood region during the third quarter. In the Appalachian and Northern regions, hardwood stocks declined 5% and 16%, respectively, during the third quarter.

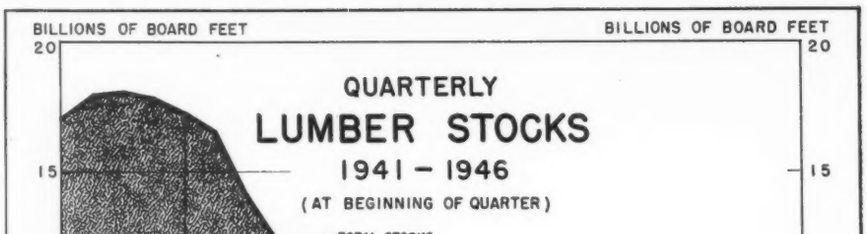
Wholesale and Retail Stocks

Lumber stocks at wholesale yards increased slightly during the second quarter of 1945. On July 1, 1945, (latest data available) they totaled 454 million board feet, 2% above the level at the beginning of the second quarter, but 8% below the July 1 level of a year ago. Retail yard stocks continued to decline in the second quarter of 1045. On July 1, 1945, they were 1,841 million

board feet, 10% less than at the beginning of the second quarter and 9% less than on July 1, 1944.

Distributors' stocks dropped drastically during the war. At the beginning of the third quarter 1941, retail yard stocks amounted to 6,945 million board feet, while wholesale yard stocks amounted to 1,162 million board feet. In 4 years, total distributors' stocks dropped 72%.

It is expected that with necessary delays before reconversion and peacetime construction activity get fully under way, lumber distributors' stocks will be built up somewhat prior to an expected upswing in lumber consumption in 1946.



ESTIMATED QUARTERLY WHOLESALE AND RETAIL LUMBER STOCKS, 1944-45

Class of yard	Jan. 1 1944	April 1 1944	July 1 1944	Oct. 1 1944	Jan. 1 1945	April 1 1945	July 1 1945	Change from 4/1/45	Change from 7/1/44
				(In million board feet)					
Retail	2,398	1,953	2,016	2,068	2,311	2,054	1,841	—10	—9
Wholesale	557	449	493	582	522	446	454	+ 2	—8
Total	2,955	2,402	2,509	2,650	2,833	2,500	2,295	— 8	—9

Outlook for 1946

The uncertainty of the current lumber situation obscures the outlook for 1946. Unless operating conditions improve substantially at an early date, lumber production in 1946 will fall below the anticipated 1945 level of 28 billion board feet. If a 20% increase in employment (over September 1945) can be effected by June, lumber production may reach 30 billion board feet in 1946. At this level of production, lumber stocks at mills and concentration yards cannot increase materially because current demand will absorb all that is produced. It is believed, however, that distributors' stocks will show considerable improvement in 1946.

In general, the supply of lumber is not expected to endanger resumption of construction and the tempo of reconversion, although in some instances local lumber shortages may cause temporary delays during the first half of 1946. Availability of flooring, shingles and milling work is expected to improve materially by mid-year. Generally, the amount of lumber available next year will be sufficient to keep pace with the amount of construction which will be permitted by the supply of other construction materials, such as cast iron soil pipe and clay products. As pointed out previously, the real danger is that a critical shortage of lumber three or four years hence, limiting the volume of building and construction, is likely to occur unless steps are taken now to relieve handicaps to lumber production.

Future Lumber Demand and
Its Relation to National Income

A projection of the long-term outlook for lumber consumption for all uses based on national economic factors.

IN THE DAY of final victory the war-weary lumber industry breathed a sigh of relief. Lumber manufacturers throughout the country were anxiously looking forward to the day that would herald the relaxation of governmental controls; when not only a greater amount, but more competent labor again would be available; when nothing but the purchase price stood between them and the buying of tires, tractors, trucks, or equipment repair parts; when trade could be reestablished with old customers, both here and abroad.

Lumber manufacturers are now surveying the postwar lumber opportunities. Will they be the same, or different from the prewar period? Will there be more, or fewer, markets for lumber? To what extent will substitutes, used during the exigencies of war, displace lumber? Will there be major production difficulties? Many other questions on the characteristics of the postwar lumber market might be asked.

Only an oracle could give precise answers to these questions at this time. However, it is believed that general answers, though broad,

may be useful to the individual lumberman in planning for the postwar years.

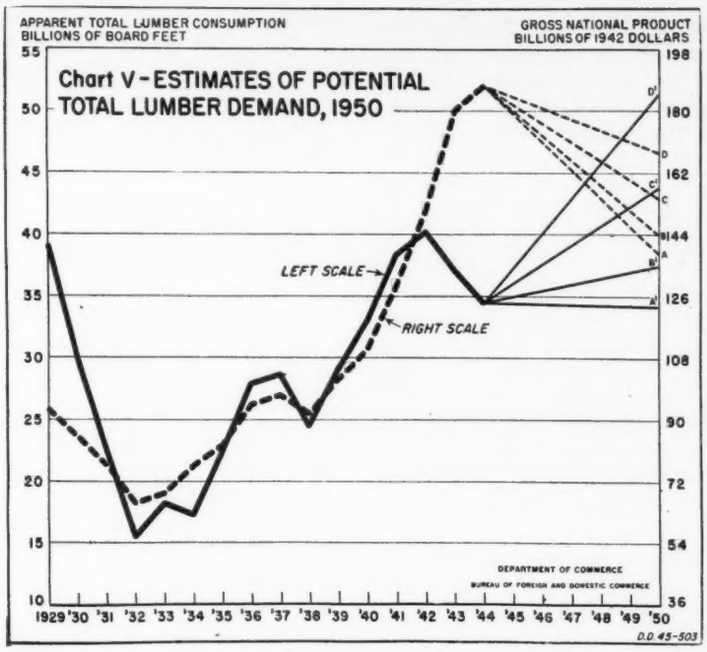
War Affects Lumber Supply

In 1941, war expenditures had already begun to have an appreciable effect on the level of the gross national product causing an abnormal increase over the previous year. Although softwood lumber consumption in that year increased sharply over the 1940 level the increase was not commensurate with the increase in the gross national product which included war expenditures amounting to 11 percent of the total. Had war expenditures assumed no greater proportion of the gross national product in 1941 than in 1940 (3 percent of the total), the relationship of softwood lumber consumption to gross national product in 1941 would have coincided with the net regression line.

Although the trend of hardwood lumber consumption does not follow the trend of the gross national product as closely as it does the trend of softwood consumption, the net relationship over the 13-year period is considered sufficient for estimating future activity in this field. In 1934, the consumption of hardwood lumber, similar to the consumption of softwood lumber, was affected adversely by price uncertainties which were partially created by the Lumber Code Authority of the National Recovery Act.

Increased Demand for Hardwood

In 1938, the decline in hardwood lumber consumption relative to the level of the gross national product was accentuated by an unusually strong demand in 1937 for hardwoods (relative to the level of the gross national product). Moreover, in 1938, hardwood lumber consumption was adversely affected by: (1) A slump in private building activity which affected not only the consumption of construction lumber but also flooring, interior woodwork, and furniture woods; (2) inactivity of railroad purchases of equipment materials. (The depressed condition of the railroads had reduced lumber purchases by that industry to the low levels of 1932 and 1933. Nearly one-sixth of the lumber output previously was consumed by the railroads, in 1938 it was less than 6 percent); (3) a sharp decline in lumber exports to the Orient brought about by war in that area and also a sharp decline in lumber exports to Europe due partially, at least, to an increase in ocean shipping rates which became effective at the beginning of 1938.



This chart of estimates of potential total lumber demand, 1950, is designed to illustrate a correlation analysis between the gross national product and the apparent total lumber consumption over the 13 prewar years, 1929-41, the war years of 1942-45 and projected to 1950. It reveals a high net relationship with a relatively small margin of error for making estimates therefrom. The resultant mathematical equation has been utilized for estimating potential total (softwood and hardwood) demand in 1950.

As an example, the reading of the chart shows that if the gross national product (in 1942 dollars) drops to 139 billion dollars by 1950, the resulting lumber demand will be approximately 34 billion board feet.

The factors which adversely affected hardwood lumber consumption in 1938 continued to have a retarding influence in 1939. That is, these forces prevented an advance in lumber consumption that was commensurate with the advance in the gross national product.

Postwar Lumber Consumption

It is conclusive that the future prosperity of the lumber industry depends to a large extent upon a large gross national product. A large gross national product in turn is dependent upon a high level of productive employment to create a large output of goods and services, a large national income, and a large purchasing power. The latter provides the potential market to absorb the goods and services. The desire to purchase goods and services after the war will be accelerated by a large backlog of demand and a large volume of accumulated savings which expanded tremendously during the war. In estimating future lumber consumption these factors must be considered.

Past experience indicates that there is a high correlation between employment and the gross national product. It is reasonable to assume that a similar relationship will exist in the future. Estimates of future gross national product at various levels of employment are possible by extending the net relationship (1929-'41) between the number of persons employed and the gross national product (in 1942 dollars) with allowance for increased productivity.

For this study it is assumed that the year 1950 will be the third full calendar year after total victory. In that year the Bureau of the Census indicates that if there had been no war, the total labor force would amount to 60.5 million, including the personnel of the armed forces. At present the total labor force is several million greater. It may be assumed that any reduction in the size of the labor force as the result of war will be compensated by the number of war workers remaining in the labor force after the war.

By 1950, total employment (including the armed forces) of approximately 58.5 million persons is indicated if the total labor force is utilized to the extent (97.1 percent) that it was in 1929. This can be considered as full employment since there is always a certain number unemployed at any particular time owing to persons changing jobs, itinerent workers, etc. Em-

ployment of this number of persons would result in a gross national product of aproximately 168 billion dollars (1942 prices) and represents the probable peak in national output in 1950.

On the other hand, an employment in 1950 of approximately 51 million persons is indicated if the total labor force is utilized only to the extent (83.9 percent) that it was in 1939. This would mean an army of unemployed amounting to nearly 10,000,000 persons, twice the number of unemployed in 1941. The resulting gross national product at this comparatively low level of unemployment would be approximately 139 billion dollars (1942 prices).

Potential Lumber Demand in 1950

Correlation analysis between the three factors—gross national product, the level of total employment, and time—and softwood lumber consumption over the 13 prewar years, 1929-41, inclusive, reveals a high net relationship with a relatively small margin of error for making estimates therefrom. The resultant mathematical equation has been utilized for estimating potential softwood lumber demand in 1950.

Accordingly, estimates made of potential softwood lumber demand in 1950 at various levels of the gross national product (in 1943 dollars), are based on estimates of required employment necessary to obtain the respective levels of gross national product. Estimates of potential hardwood lumber demand appearing in the same table were derived in a manner similar to those for softwood lumber demand. Estimates of potential total lumber demand were obtained by simple additions of softwoods and hardwoods.

Could Demand Be Supplied?

If the gross national product (in 1942 dollars) drops to 139 billion dollars by 1950, the resulting lumber demand will be approximately 34 billion board feet. There will be no difficulty in meeting this demand. Even under the difficult operating conditions of 1944, the lumber industry was able to meet a demand of 34.5 million board feet.

Although there are no accurate statistics on the production capacity of the lumber industry which comprises more than 38,000 separate production units, numerous estimates of practical capacity have been made. These estimates vary somewhat, but most of them fall in the neighborhood of 40 billion board feet. It must be concluded then that a potential lumber demand of 51 billion board feet in 1950, estimated to accompany a gross national product of 168 billions of 1942 dollars and full employment, could not be supplied without expansion of the industry's productive capacity and greatly increased imports of lumber. However, because of our limited forest resources, the former is impractical. Likewise, a potential lumber demand of 44 billion board feet in 1950, estimated to accompany a gross national product of 155 billions of 1942 dollars, could not be supplied.

In the middle of the decade prior to the war, the ratio of drain to growth on our saw-timber stand was about 1.5 to 1.0 according to the latest official statistics. At that time the annual saw-timber growth on commercial forest areas was about 32 billion board feet. During the war period the ratio of drain to growth undoubtedly has risen, temporarily reversing the longtime trend toward a balance between forest growth and drain. Currently it may be as much as 1.75 to 1.0. It is axiomatic that overcutting, combined with saw-timber loss from such destructive agents as fire, insects, and disease, over a prolonged period would lead to a danger point of forest depletion.

How then could a potential lumber demand of 37.5 billion board feet in 1950 be supplied without danger of forest depletion? This amount could be supplied in 1950 only under certain conditions: (1) By increasing the lumber stocks in the interim between V-day and 1950 to the prewar level; and (2) by trebling the amount of prewar lumber imports.

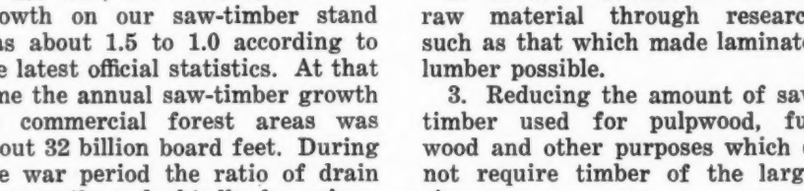
The maximum sustained lumber demand that could be supplied over a prolonged period would be smaller —probably 35 billion board feet. Even this amount could be supplied only by:

1. A reduction in forest losses due to fire, insects, and disease through the extension of forest fire protection and the expansion of insect and disease control.
2. Greater utilization of the raw material through research, such as that which made laminated lumber possible.
3. Reducing the amount of saw-timber used for pulpwood, fuel wood and other purposes which do not require timber of the larger sizes.
4. Positive encouragement of the current trend toward better forest practices.

The full application of good forest management and the resultant sustained yield (the point at which forest strain equals forest growth) will mark the entrance of the lumber industry into maturity. Recent steps taken in this direction are encouraging and augurs well for the stability of the lumber industry.

ESTIMATES OF POTENTIAL LUMBER DEMAND, 1950

Estimates of gross national product in 1942 dollars (In billions)	Estimates of Potential Lumber Demand, 1950 (In billion board feet)		
	Softwood	Hardwood	Total
139	28.5	5.7	34.2
144	31.2	6.3	37.5
155	36.3	7.5	43.8
168	42.4	9.0	51.4



January 7 to 31

Research Laboratory Helped Solve

Wartime Lumber Use Problems

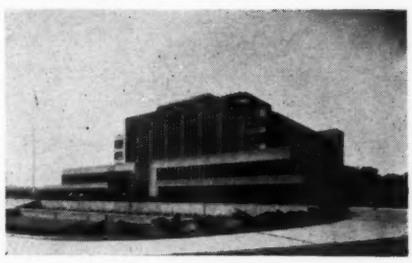
RESEARCH ACHIEVEMENTS in forest products that helped the nation to victory in World War II were revealed recently at the U. S. Forest Products Laboratory, Madison, Wis. Since before the sneak Jap attack on Pearl Harbor December 7, 1941, the Laboratory, engaged on extensive war research for the Army, Navy, and other agencies, has been closed to all but those engaged in high-priority wartime business.

Among developments from which the veil of military restriction was removed were new plastics, adhesives, and special-purpose woods, advances in materials and design for use in wood aircraft, including gliders and jet-propelled planes; new materials and methods of packaging delicate instruments and massive machinery for safe, economical shipment overseas; and many other products and processes that helped the nation to make its critically short supplies of forest products serve most effectively during the war years. The Laboratory staff made it clear that these accomplishments were the result of close cooperation between various government agencies, commercial concerns, and the Laboratory staff.

Some of these materials are already being groomed for peacetime service as part of industry's reconversion program. In many instances, little or no change in primary manufacturing processes is necessary to fit these industrial "war babies," with such strange names as papreg, staypak, and sandwich construction, into the postwar civilian scheme of things.

There was hardly a business drawing on wood for its raw material that was not, in one way or another, affected by the research and development that went on at the Laboratory simultaneously with the battles fought by the armed services and the struggles to boost and maintain production in which industry was constantly engrossed.

To do its job, the Laboratory underwent a major wartime transformation. Its staff jumped from a peacetime depression low of less than 200 veteran research workers to about 700 at the peak of its war activities. Its whole program of research was switched from peacetime projects to the problems of a nation engulfed in technological war.



U. S. Forest Products Laboratory at Madison, Wis.

One of the most dramatic phases of this transformation was the creation almost overnight of a packaging staff that undertook the solution of a multitude of packing and transportation problems for the Army Ordnance Department, the Army Air Forces, War Food Administration, and other agencies.

A year later, its improvements in packaging of war supplies from tanks, airplanes, and heavy guns to delicate equipment such as radio tubes and hygrometers had slashed damage losses in shipment from 50 percent to 3 percent, saved enough cargo space by more compact packaging to transport in four ships what had previously required five, and saved a billion board feet of lumber by more skillfully designed boxes and crates.

Army and Navy problems in design and construction of wood aircraft were tackled in another phase of the Laboratory's research. These problems were accentuated by the fact that, for years, production of military aircraft with wood had been all but nonexistent, and engineers and craftsmen trained in the necessary "know-how" to design and build fast modern planes with wood were pitifully few in number for the big job ahead.

Even more critical, however, was the lack of design and fabricating knowledge needed by engineers and producers in order to build the wood aircraft needed by the thousands. This void was evident at the outset: modern planes couldn't be scientifically designed of wood and plywood and the new sandwich materials because the basic strength and other properties of these materials had not been sufficiently assayed.

That program cut across many Laboratory research activities. It involved a thorough-going investigation of the strength of wood, plywood, the new modified woods such as compreg and staypak, the Laboratory's new paper-base laminate called papreg, and the equally new combinations of different materials known as sandwich constructions.

The properties of new glues were assessed so that airplane producers and others could use them with assurance of adequate performance. Plywood made of new adhesives was tested for strength and durability and to ascertain the effects of grain direction of the veneer, thickness of veneer, and other manufacturing variables.

Meanwhile a new type of compressed wood that did not require impregnation with synthetic resins was evolved by Laboratory research. This product, called staypak, was still in the developmental stage when war ended, but its properties are promising. Like compreg, it has high hardness and exceptional tensile and compressive strength. Unlike compreg, however, it is not brittle.

A third major field of research and development carried on by the Laboratory during the war years was that conducted for the Navy's Bureau of Ships and the War Production Board's Office of Production Research and Development in lamination of wood ship timbers.

The Laboratory's part in this task was to find the best and most serviceable glues available, determine the most efficient methods of producing laminated timbers with them, and test their strength properties as compared with those of solid wood equivalent parts.

So successful were these operations that, before the war had ended, lamination of both straight and curved ship and boat parts was being done in several Navy yards as well as by private manufacturers.

Results of the lamination research were also applied in the manufacture of laminated parts of wood truck bodies produced by the thousands for army vehicles during the war.

Throughout the war, a Laboratory staff member was assigned to the War Production Board in Washington, D. C., to advise on possibilities of using wood in a multitude of special products, from pencils to trucks and aircraft.

Mechanical Devices Reduce Cost of

A Lumberman Comments on the Need for More Mechanization to Cut Costs, Reduce Waste and Produce a More Satisfactory Product

John B. Veach, president of the Bemis Hardwood Lumber Co., Robbinsville, N. C., who spent several years during the war with the Central Procuring Agency obtaining types and quantities of lumber needed by the military services, comes out of his wartime experience with some definite ideas on what lumber manufacturers can do to maintain their competitive position in the lumber and building material market. Appearing before a group of lumber manufacturers in Chicago recently, Mr. Veach said:

"As I see the sawmill problem today, we are faced not only with wages which are considerably higher than they were ten years ago, but I can see even higher wages in the future. In the face of this situation we must manufacture our lumber and put it on the market at a price which will be competitive with alternate materials. If the prices on lumber go too high in relation to metals and competing materials, which are going down in price, we can very easily lose markets we regained during the war that had been lost eight or ten years ago.

"To meet this threat I maintain the successful mill in the years to come will be the mill which is as highly mechanized as it is possible to be. We will have to mechanize more in the woods. Small sawmills will have to obtain more efficient mechanical equipment—better loaders, bigger trucks to haul longer logs and more of the latest type small mills to manufacture better lumber faster.

"We must learn, as other industries have, that price is not our only selling weapon; that engineering and research must go along with the merchandising of our products; that we must give the consumer the lumber in a form that will eliminate his waste, better serve his purpose, at a lower price to permit it to compete with other types of material.

"I am confident as we look out into the future we will find mills operating from timber cut under the best forestry practices—highly mechanized mills producing lumber that is going into the market where it will stand on its own feet in competing with other materials."

Mechanical timber falling with a chain saw, which may be powered with gasoline or electricity. Each unit is operated by two men and in this particular operation the crew will fall an average of 80,000 feet of logs per day, sometimes handicapped by six feet of snow. In addition to far greater production with power saws, stumps are considerably lower, thereby reducing waste appreciably. At left is faller removing undercut to direct fall of tree.

Manufacture and Develop Better Lumber

Tree-length logs being skidded by Diesel-powered tractor and arch to the loading point where they will be cut to shorter lengths before being loaded for the haul to the sawmill. This method of skidding has evolved from the old horse skidding which was replaced by gasoline tractors followed by the tractor and high-wheeled arch, the latter being replaced by the present crawler-type arch and Diesel-powered tractors. At right is a close-up of the crawler-type arch used extensively in heavy logging operations at the present time.

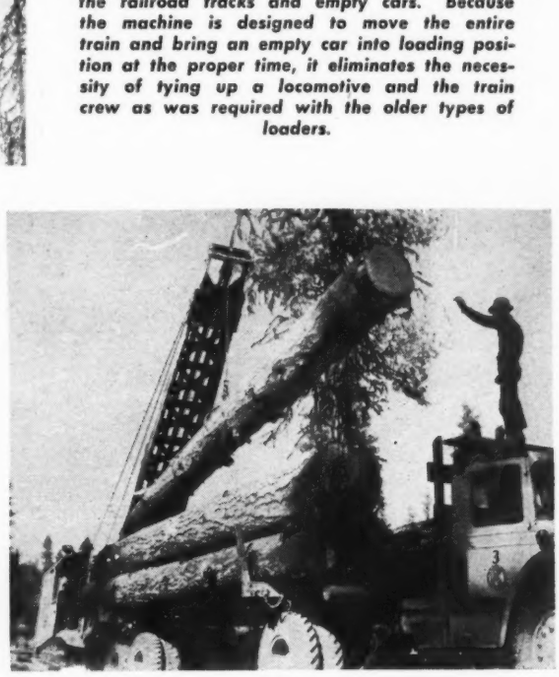
Buckers at the "landing" (at right) with a chain power saw cut tree-length logs into lengths that can be loaded on railroad cars or trucks. The old method with a hand cross-cut saw was much slower and required many more men.

Boom-type log loader (below) powered by donkey steam engine or Diesel tractor.

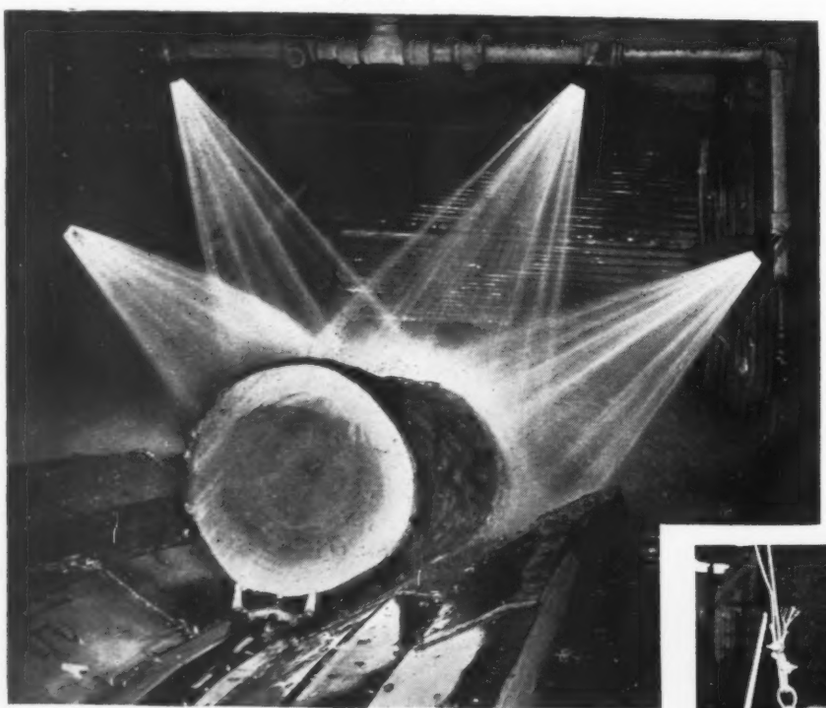
This machine at left is known as a "logger's dream." Although most of them are used in the woods for the loading of logs on trucks, they are also used at spur tracks for loading railroad cars. Additional uses include unloading logs, skidding logs on mill yards, snaking logs to a river for rafting, pulling logs out of a river for loading and a number of other miscellaneous uses.

This type of loader at the left is used quite extensively in large logging operations as a labor and time saving method of loading heavy logs on railroad cars. The loader straddles the railroad tracks and empty cars. Because the machine is designed to move the entire train and bring an empty car into loading position at the proper time, it eliminates the necessity of tying up a locomotive and the train crew as was required with the older types of loaders.

Crawler derrick-type loader (at right) placing logs on truck for trip to mill.

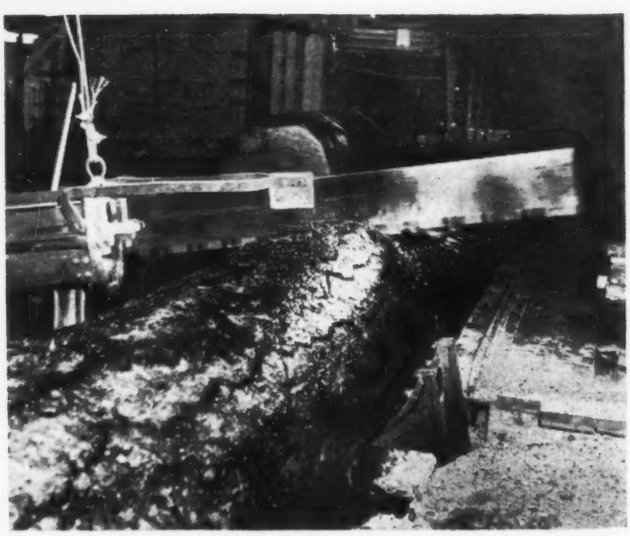


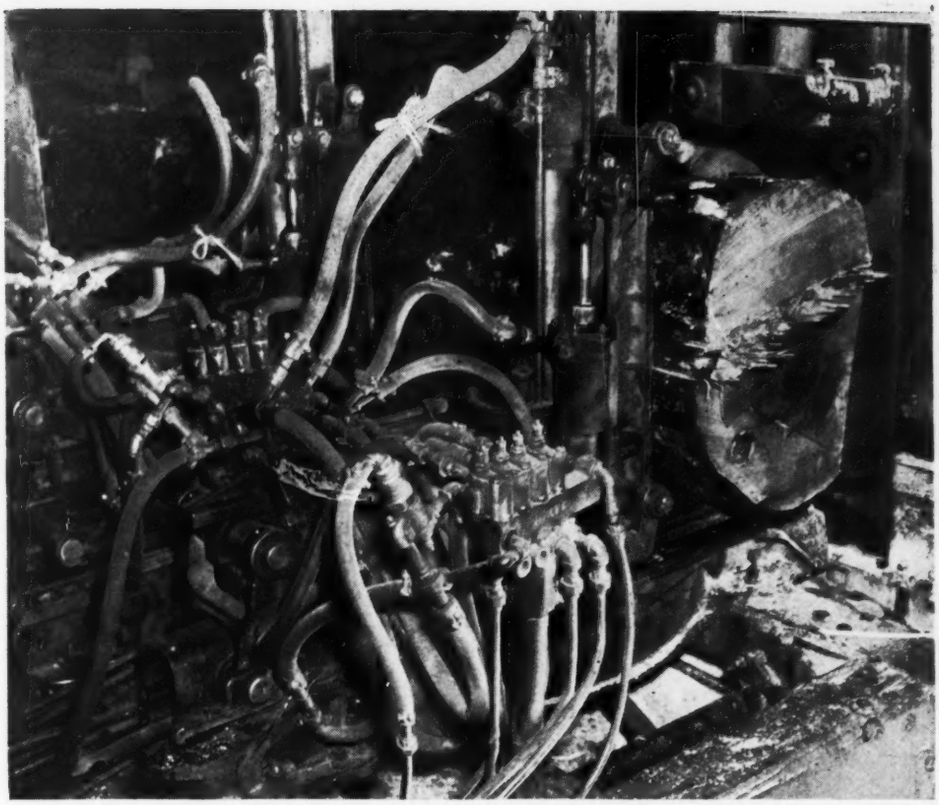
As logs (shown below) move up the bull chain into a modern sawmill they are washed by high-pressure streams of water to remove gravel and sand that might injure saws.



Loaded truck (lower left) enroute to mill with 30 tons of logs. Practically all of the equipment used in trucking logs is specifically designed for this work. Some operators use trucks and trailers that will haul up to 75 tons.

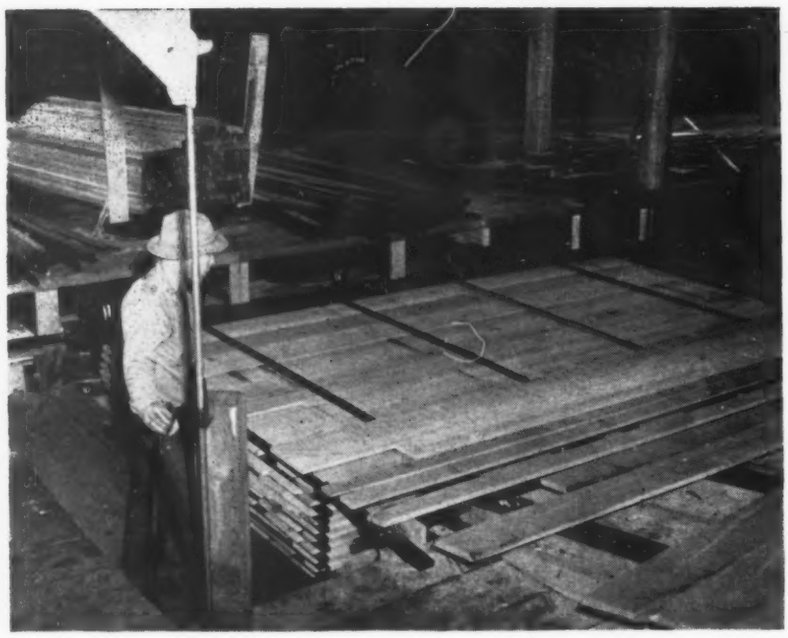
As logs (lower right) enter the mill a drag saw cuts them into lengths required by current orders and stock conditions. Sometimes circular saws are used for this operation.





At the right is close-up of one end of the log carriage as the saw is starting to cut. The "setter" rides the carriage as it carries the log back and forth through the saw, cutting off a board or slab each time. The carriage is propelled in its back-and-forth movement by a large steam piston controlled by the head sawyer. Band saw shown here is known as a "double-cut band". It has teeth on both edges, thus permitting a cut to be made in both the forward and reverse motions. The hoses and pipes shown here carry compressed air with which the setter operates the "dogs" that hold the log and the set-works that move the log forward for each cut. One man now does this work as efficiently as three men on the old type carriages.

Above is a saw mill resaw operation. No matter how thick a "cant" is, the resaw automatically cuts it exactly in the center. Both pieces of this cant will drop on conveyors and be brought back again and again until all pieces have been resawn into boards one inch thick. Other mills use gang saws (at left) which are sets of short vertical saws that cut one or more cants to thickness desired at one time.

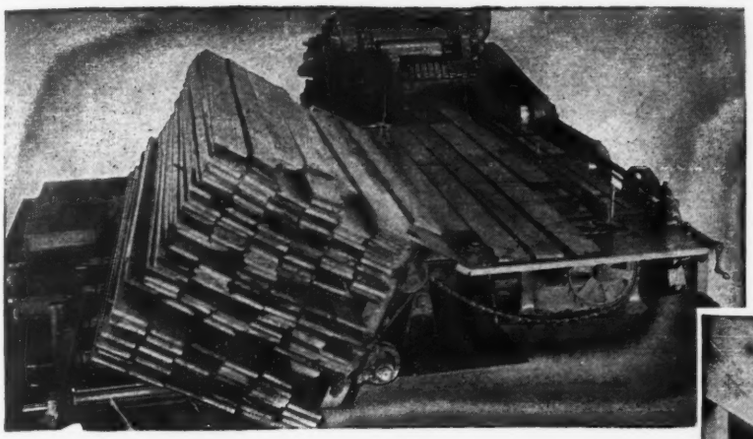


Dry kiln stackers are being used above as labor saving devices in most modern mills. These machines pile lumber on kiln trucks and automatically place the stickers in correct position.

Hydraulic lumber lifts such as shown above are used quite generally throughout modern sawmill operations, on kiln stackers, unstackers, in planing mills and many other operations. These devices keep the lumber pile at a constant level most convenient for efficient and labor saving work.

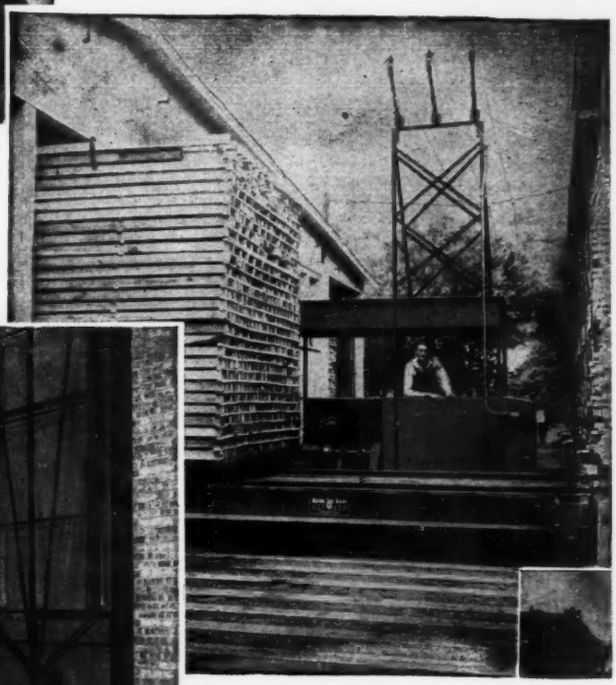
Some modern sawmills (see below) have automatic length sorters. Men put lumber into various chutes, depending on thickness and grade, and the automatic length sorter drops boards off at right station automatically for the kiln stacker. Kiln drying rate depends on thickness and grade of lumber; for example, a piece of 4/4 Common is left in the kilns about 48 hours, but a piece of 8/4 Select must remain in the kilns about three weeks.

Electrically operated trimmer (above) where one man can do the work which formerly required three to five men on manually operated trimmers. This machine squares up the ends of all boards and cuts out some defects that might lower the grade.



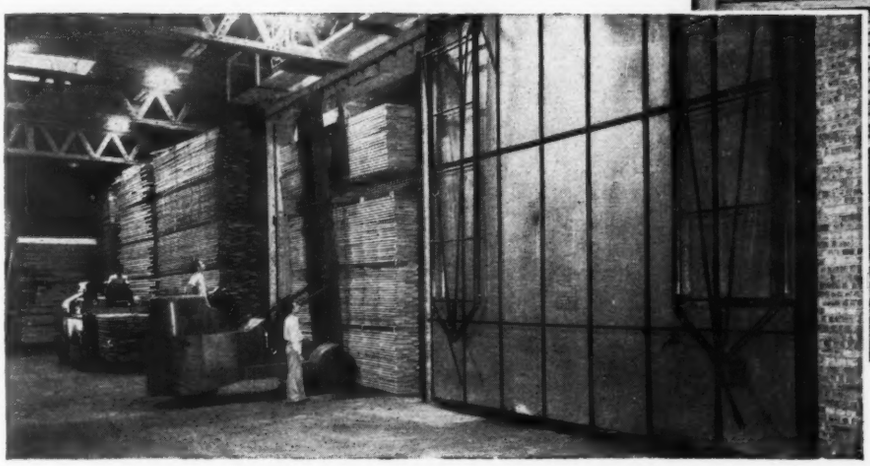
Breakdown hoists (at left) are used to raise and tilt unit packages of lumber, either bulk piled or sticker, so one man can easily feed a fast-feed planer or other machine. This same device is used to raise unit packages for stacking on kiln loads.

For handling heavy lumber loads in and out of dry kilns these power transfer cars (shown below), operated by one man, save a great deal of labor and handling costs.



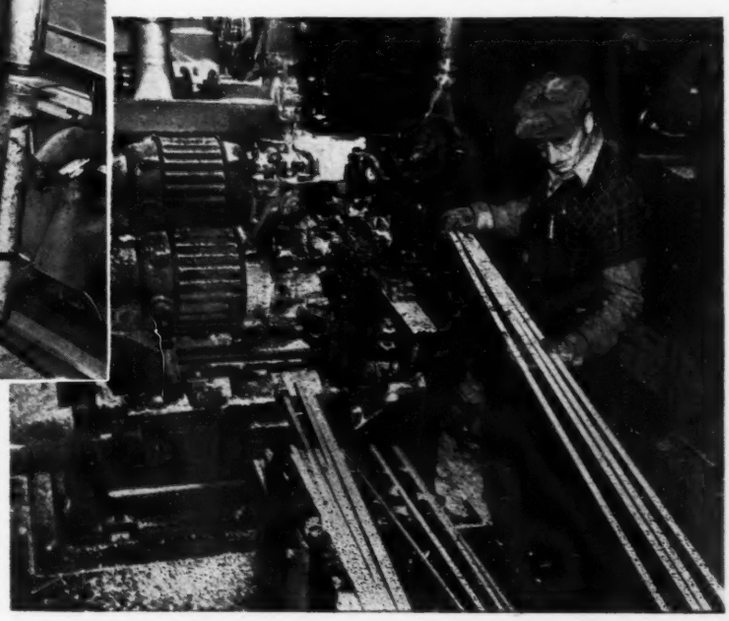
Photographs on the pages in this article were obtained through the courtesy of J. Neils Lumber Co., Kinzua Pine Mills Co., Rosboro Lumber Co., Medford Corporation, Moore Dry Kiln Co. and Taylor's Machine Works.

This photo below shows the use of unit lumber piles in loading and unloading dry kilns. The kilns shown here are the latest type Moore Cross-Circulation.

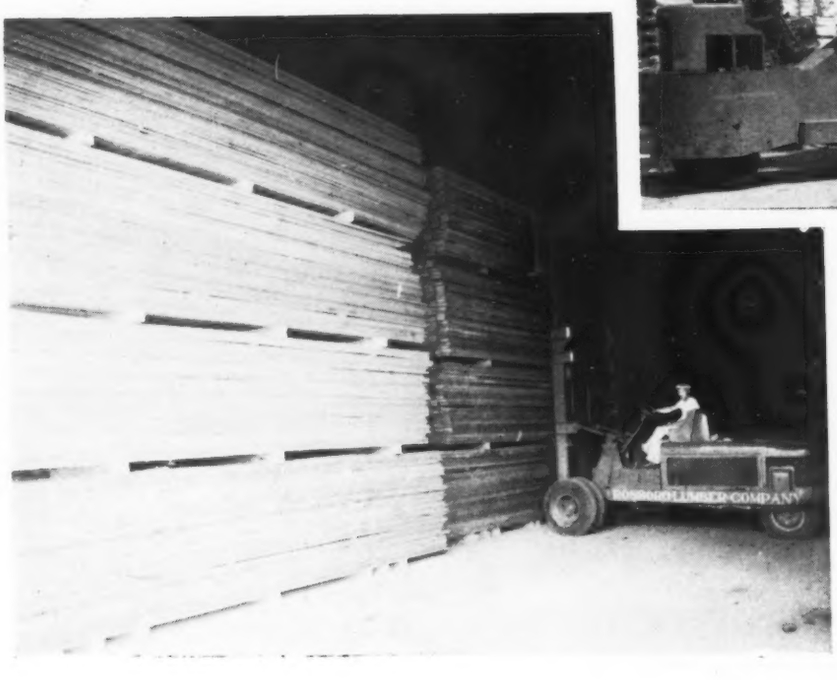


The last operation (shown above) before boards are loaded in box cars at most modern mills is end trimming. This machine, equipped with especially fine cutting saws, trims both ends of each board smoothly and squarely, brands or grade marks both ends and paraffines them.

This high speed moulder in a modern planing mill shown below turns out small mouldings four strips at a time.



Lumber is piled on bunks like those at left in right foreground. Lumber carrier straddles load, picks it up and carries it to any part of plant at high speed. This replaces the old horse-and-cart methods and eliminates spilled loads.



Lift trucks (above and at left) pile and unpile lumber in bundles for storage. Labor of handling lumber in storage has been reduced to a minimum by lift trucks.

The Neils Knot Sealer (shown above), invented by G. F. Neils of J. Neils Lumber Company, It forces waterproof glue at high pressure from both sides of the board around any knot that shows a tendency to become loose. Lumber is surfaced after the glue dries, which removes any excess glue. Because knots will not loosen or fall out after such treatment, value of lumber is increased

Small fork lift truck (shown above) which is often used in box factories and cut-up plants.

New Developments
In Lumber Manufacturing

By HERBERT HESSLER*

Modernizing plants and machinery cuts costs and increases output. Strong tendency for sawmills to do more manufacturing of finished or semi-finished material.

CERTAINLY THE LUMBER industry can point with justified pride to its achievements of the war years!

Not only did it produce its own very critical product in great volume regardless of labor shortages, but it also found time to fabricate many items heretofore considered to be beyond its scope and knowledge.

Who would think of a sawmill building invasion tugs? Yet this was done. Furthermore, these tugs, 46 feet in length, were constructed by means of the most advanced methods. Frames were prefabricated, rabbets in stem and keel cut accurately with a router using precision built templates (instead of broadax methods), and the boats assembled on logging railroad cars which progressed from operation to operation in a lumber crane shed. Thus tanks could be installed at one spot, propeller shafts at another, engines at another and so forth until finished seaworthy boats appeared, as if by magic, from the far end of the shed!

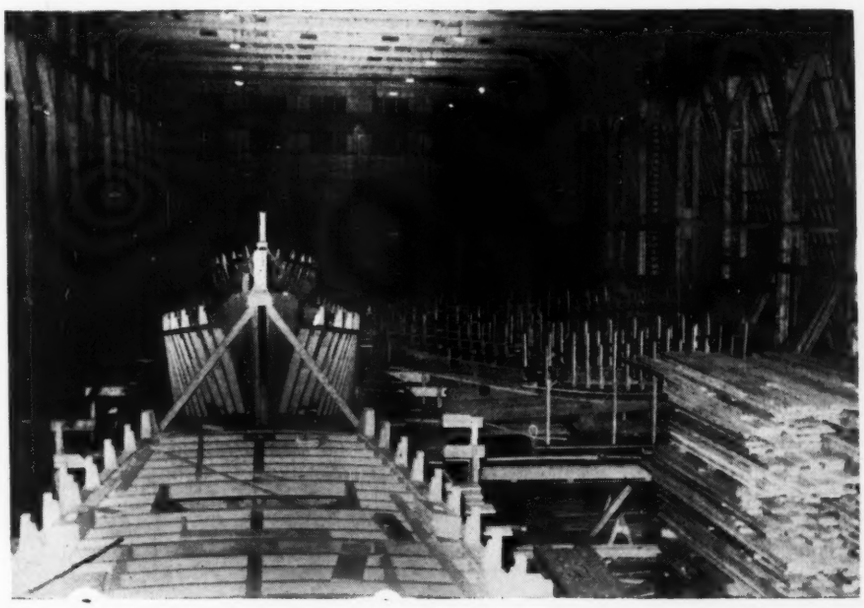
Build Prefabbed Houses

Who would expect to see practically completed houses rolling off assembly lines in a sawmill at a rate of fifteen two bedroom (3 section) houses per day? This also was done.

In order to accomplish this, it was necessary to build a second story in a large lumber shed, thus creating the floor space required for panel fabrication. Floor panels, wall panels, roof panels and partition panels were made here ready for the assembly line.

This line consisted of four tracks on the ground level. At the front end of these tracks, floors were placed on kiln dolleys, roofs hoisted in position, and walls and partition panels assembled into the section. This unit then started down the track where, at appointed stations, plumbing, electric wiring and trim were installed, the sections painted, and plumbing fixtures, electric fixtures, and hardware were attached.

Then the sections were packed with items required for final erection and sealed with plywood covers ready for truck shipment. Enroute to their destination, units stopped in Portland where furniture was installed. Thus workers on the all important Hanford project (of atom bomb fame) could speedily be provided with houses, including furniture and utilities, in the mini-



Invasion tugs being built by a sawmill. Seen above is the operation of tug assembly work done in a crane shed. Below is one of the 46-foot tugs produced by the production line method in a sawmill. They were loaded on logging railroad cars which progressed from operation to operation in the lumber crane shed.

*Operating Consultant—American Bank Bldg. — Portland, Oregon

mum of time and inconvenience.

Much was learned from this project that might easily affect favorably the whole method of distribution and installation of low cost housing. Savings in cost of production have heretofore been attained through factory method production of floors, roofs and walls, but the far greater savings attained by straight line methods of assembling panels into sections (with inexpensive but effective equipment for that purpose) and of application of plumbing, wiring and paint have not before been explored to any extent. These savings are so great as to overcome considerable increase in transportation costs between the erection point and the building site as against hauling panels or building materials and erecting them by former means.

Points Way to Further Activity

With these facts in mind, it seems entirely logical that manufactured panels be shipped to a retail distributor who could then assemble them into finished sections, install the plumbing, electric wiring, fixtures, truck the house to the site, slide the sections on a prepared foundation and deliver a home to the purchaser all ready for occupancy!

Additional activities of the versatile lumber industry include the cutting and packaging of many thousands of barracks buildings, large quantities of pontoon bridges, of prefabricated t r u s s e s, and of prefabricated knocked-down barges; also production of containers of all kinds and descriptions.

Each of the above subjects has contributed to the development of equipment and know how that should definitely speed up the natural tendency of the industry to do progressively more manufacturing of finished or semi-finished material at or near the lumber manufacturing point.

Resulting economies in freight savings on waste materials, and cost of finished product are obvious. Such tendencies, delivering to the buyer packages of material in the most easily installable form, would increase salability of products and render service to the consumer. Brooder houses, chicken houses, hog houses, barns, silos, grain bins and many such items could all be handled in this way.

Industry Must Mechanize

However, the industry is faced with continued labor shortages plus higher wages and must give keen attention to ways and means of reducing its own labor requirements and lumber manufacturing costs. Supplementing labor with machinery and using improved methods is the only alternative to low cost lumber production.

Wise operators will ask themselves the question: "What is the cost and what savings will be obtained by thoroughly modernizing my plant and methods?" Machinery and buildings, lacking usual maintenance and renewal during the war years, can now be modernized at the same time they are rebuilt (thus using long accumulated depreciation reserves) with benefit to future operating costs resulting.

New Machinery

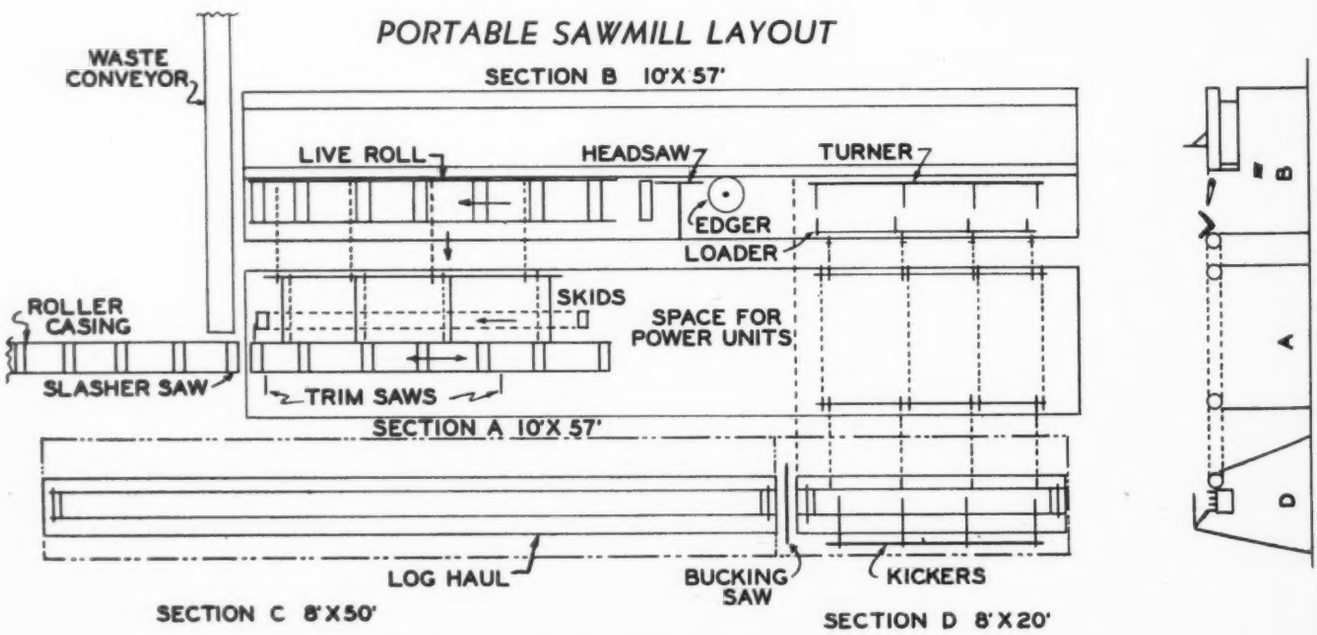
There is machinery now being developed that will take lumber from a sorting chain and stack it with much less manpower than has been required for this operation in the past. This would directly affect one of the largest present single items of labor cost.

Other equipment can take random length stock, sort it to length, and put stickers in it for drying with further important economies accomplished.

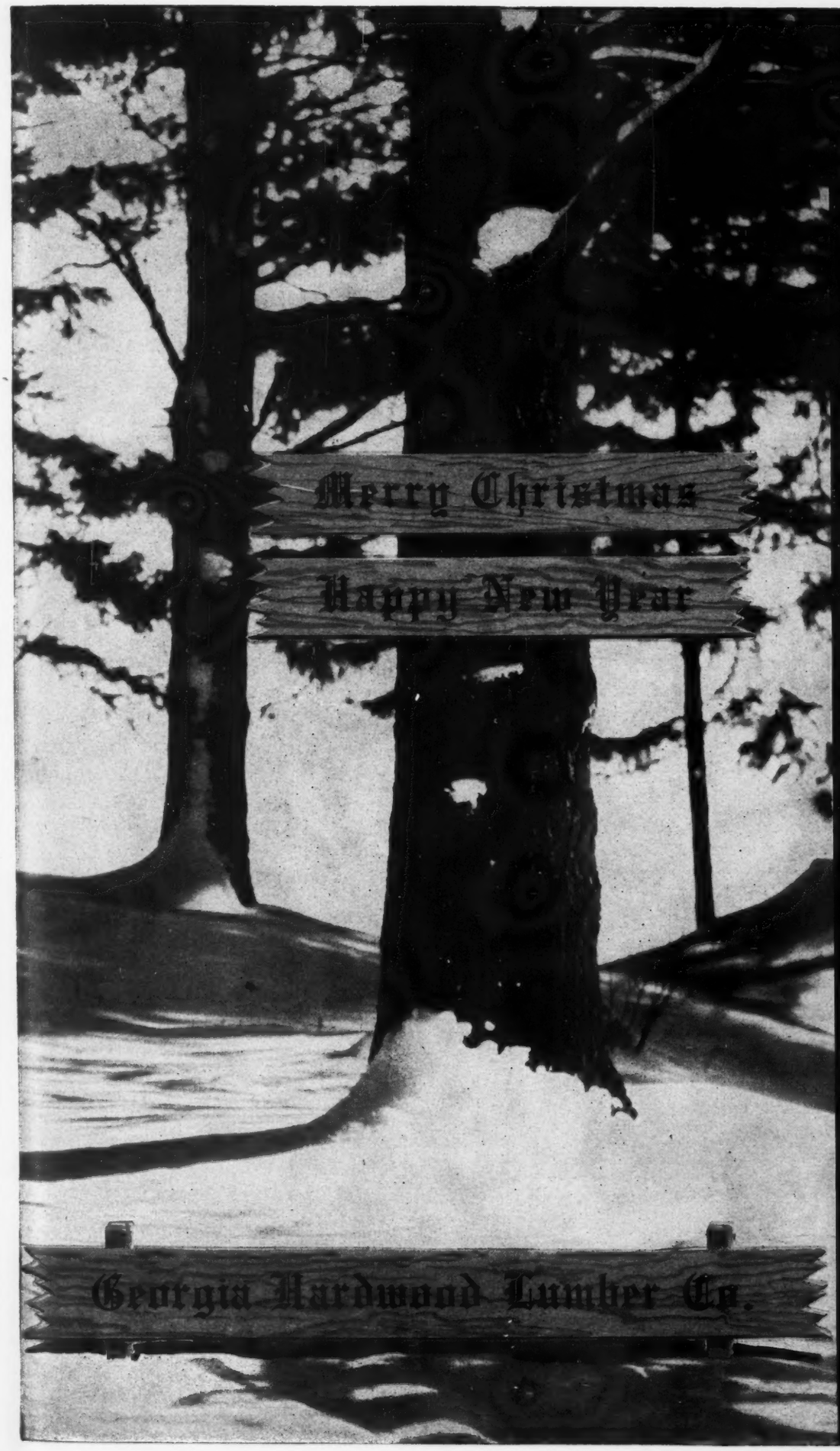
Well planned use of modern, improved lift trucks can in most mills bring about very important economies. These machines are now being built to travel fast, thus performing the dual services of transportation and storage of stock in the minimum of space.

The low cost of paving yard areas in most locations, with consequent small maintenance needs, has made construction of wooden plank runways and pile bottoms obsolete.

In many operations the package piling of stock for kiln drying can accomplish important economies in handling costs. Such savings are usually far more than sufficient to overcome the lessened kiln capacity consequent upon this method. In such cases it would be better to



With transportation costs increasing, it is more economical in many instances to move a sawmill to the trees, cut timbers and cants, and then transport the material to a mill or concentration point for remanufacture, drying, planing and shipping. The new type portable sawmill shown here is now being developed and includes many unique features, described in the accompanying article.



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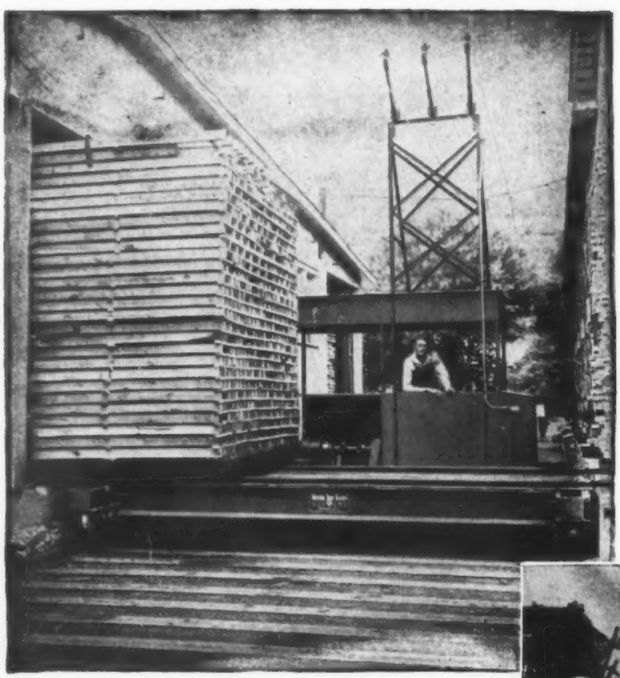

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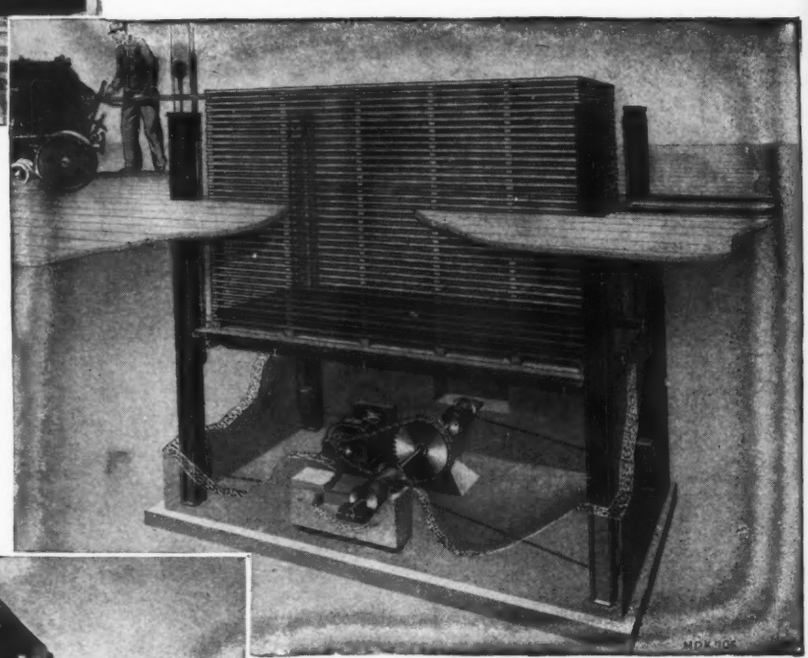
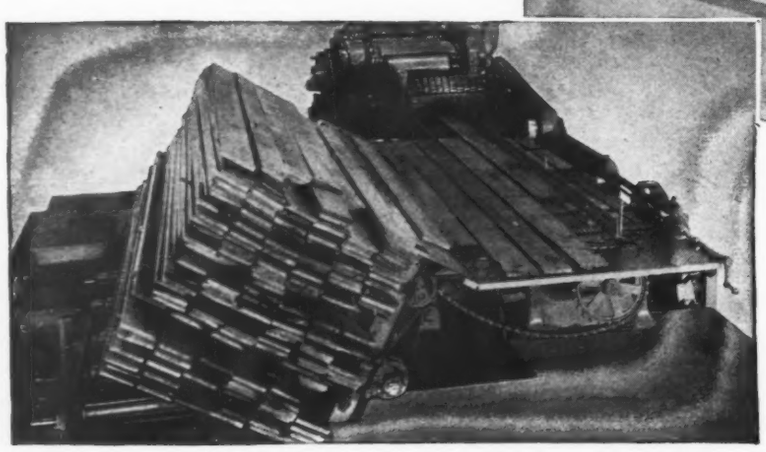


Moore Power Transfer Car can be operated by one man, handling heavy lumber loads in and out of kilns. Saves labor and handling costs.

Moore H. O. Breakdown Hoist raises and tilts unit package of lumber, either bulk piled or stickered, so one man can easily feed fast-feed planer or other machines. This H. O. Breakdown Hoist is also used to raise unit package for stacking on kiln loads.



Moore Cable Lumber Lift, push-button controlled, holds load of lumber at constant level, enabling one man to keep factory surfacer or other machine operating at capacity. The Cable Lift is also used to stack kiln loads of lumber.

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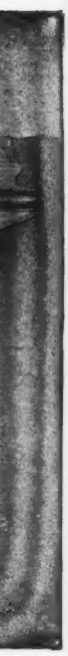

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have more kilns than to forego the advantages of this procedure. There is no doubt as to the feasibility of drying nearly all stock in dry kilns instead of air drying provided good practice is followed. If one takes the time necessary to do a good job of drying under controlled conditions in modern kilns, he will improve the grade of stock, reduce trim losses and shipping weights as against air drying. Increased turnover of stock resulting from kiln drying instead of air drying will usually release more cash from inventories than the investment in new drying facilities would require.

Handling of stock in the planing mill requires much attention. In many instances, stickers can be removed at the planer (using the package system), thus avoiding extra handling of such stock at the unstackers. Behind the planers, modern equipment can be installed that will pile stock in packages and require much less labor cost than heretofore.

Modernization Must Be Coordinated

Emphasis should be made upon the fact that the right plan for modernizing requires a coordinated scheme where each department is considered in connection with the others concerned. In a sawmill, this would cause one to carefully review his whole plan of segregating stock before deciding upon what machinery or equipment he may wish to install in any department. Approaching the problem from this point of view will frequently bring an entirely different answer than if one follows the idea of improving departments one at a time.

Changes in distances from trees to mills, the large number of scattered stands of timber, and resultant high truck transportation costs are bringing about a new point of view as to methods of handling and sawing logs. In many instances, it is economical to move a sawmill close to the trees, cut timbers and cants, and then transport the material to a mill or concentration point for remanufacture, drying, planing and shipping.

New Portable Sawmill

For these reasons, a new type of portable sawmill is now being developed that includes many unique features. This mill is mounted on skids and built in sections. It consists of first class production machinery throughout such as a Simondson turner on the log deck; a riderless carriage equipped with automatic set works, power dogs, taper knees, and cant turner all controlled by the head-sawyer; a vertical edger capable of edging eight-inch stock to be set by an offbearer who is also an edgerman; transfers to double trim saws; a walking sidewalk slasher to automatically cut edgings to length; power rolls at the sorting points and built in waste conveyors.

It is planned, in operations handling small fir or hemlock, to pile tree length logs in a cold deck at the logging landing, then, after logging, to move the portable mill next to these logs, swing them into the mill with a crawler crane, cut them to length with a saw in the log haul chain, saw them into cants, timbers and ties on a thin saw circular headrig, sort the stock for remilling and load out with the same crawler crane for trucking to the remanufacturing plant.

The circular headsaw applies best to this operation because the high filing expense involved in a band saw for this type of mill and small kerf saving possible adds more cost than would be saved through use of the thinner saws. However, in some types of portable mills, such as for pine operation where most stock would be cut to four and five quarter, it would be advisable to use a band headrig instead of the circular.

Other Portable Equipment May Be Used

In many pine operations where one does not plan to move frequent-

(Continued on Page 94)

Virtually completed, prefabricated houses were built in a sawmill during the war. Above is the house panel fabrication department while below are the completed house sections coming off the end of the sawmill assembly line. These houses were produced at the rate of 15 three-section two-bedroom houses every day.

Treated Lumber Will Be Important Factor in Future Building Markets

ANY possible deficiency of lumber can be overcome through the use of specially designed treatments. Protection against all of wood's destroying agencies can be obtained in single treatments. Lumber, the universal building material, is admirably suited for a variety of purposes and is only displaced by substitute materials by sales appeal based upon the accepted fact that untreated wood will (1) burn, (2) rot, (3) feed insects, (4) change dimension. Each of these objections can be eliminated through the use of time tested treatments which have come into even wider use as a resul of the utilization of wood for old and new purposes during the war.

Fire, the greatest destroyer of life and property, is traceable in many cases, to the combustible characteristics of untreated wood. This tendency of wood to burn can be eliminated by the pressure treatment of wood with chemicals which actually render the wood incombustible. This wood is treated in sealed cylinders with the aid of considerable pressure so that the entire cross section is impregnated. There are over 20 plants in the United States that are equipped to treat all species of wood to render them fire resistive.

Rot and Decay Control

Rot and decay in wood can be controlled through the use of creosote or any of the several standard salt preservatives. These treatments are likewise of the greatest value when impregnated by the vacuum-pressure methods similar to those used in fire-retardant treatments. Good protection can be obtained through the use of preservatives designed for application in the field by brush, dip or spray methods. Considerable profit resides in the handling of such preservatives. The use of treated lumber has increased appreciably and, prior to the war, the recognition that greatly increased service would result, was evidenced in the records of treated wood used on a per annum basis.

Termite and other insect resistance is imparted to wood by the use of the same treatments which are used for decay resistance. Creosote is probably the most permanent of the treatments with the only objection that it has a permanent odor and wood so treated cannot be painted satisfactorily. Where these qualities are objectionable, salt preservatives can be used and these are highly effective if they are not exposed to the weather.

Dimensional Stability

Resistance to the alternate swelling and shrinking of wood due to changes in the moisture content, can be controlled through the use of specially prepared compounds which coat the fibers of the wood to provide mechanical protection. There are several compounds which have demonstrated effectiveness but it is well to note that the best protection has been obtained where the wood is treated by vacuum-pressure methods. Dimensional stability amounting to 75% as compared with untreated wood at 0 has been obtained and the benefit of this on

(Continued on Page 94)

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Plywood was "too critical" for general use on the multitude of concrete buildings and vaults erected at the atomic bomb plants, probably the most vital of all war projects.

At the time most of the concrete was poured, Plyform—the concrete form grade of Douglas fir plywood—was being conserved for the most critical concrete building projects. And in the interest of secrecy as to the exact nature of the weapon to be produced at the sprawling plants in Washington and Tennessee, no blanket super-priority was assigned to the projects.

The over-all priority for plant construction was not high enough to warrant plywood for concrete form construction. So Army engineers who designed and built the plants for making concentrated fury had to use other form material for concrete work.

There were few such paradoxes in the use of our natural resources for war-making purposes. For the efforts were thoroughly effective, as the world well knows today. But the instance does tell forcefully how important to the military was "the miracle wood" manufactured by unwinding giant fir trees and bonding the thin sheets of wood into strong, rigid panels.

Prefabricated Houses

Actually, some 35 million feet of plywood was consumed in the construction of the 6,300 prefabricated plywood houses sent to Richland, Wash., and Oak Ridge, Tenn., to house workers at the bomb plants. The fabrication of these structures was given top priority rating, and plywood was made available even though at the time direct Army and Navy demands were so heavy that the panels wre not available for other war housing projects.

Plyform panels were available for many war roles during the war even though supply was too short for use, under the conditions, at the bomb plants. It helped build barges, concrete dry docks, aircraft factories, bomb shelters, navy bases, hospitals, highway overpasses for workers at war plants and dozens of other types of urgently needed concrete structures.

For many months before the war's end the biggest demand for plywood was for packaging the supplies that went to our forces across the world in a constant stream; for the railroad cars and trucks in which the materials were shipped both across this country and across the regained territory; for landing barges and boats in amphibious operations; for barracks and hospitals to be quickly assembled in the new theatres of operations.

These packaging and shipping requirements, in effect, consumed the plywood that otherwise would have been freed by the completion of much of the Army and Navy installations, war plants and housing projects at home.

Most-Needed Material

So heavy was the demand that fir plywood was long considered most critical of all war materials. Panels were produced on an allocation basis and only after the War Production board had approved the manufacture of specific orders. The

(Continued on Page 65)

For several months preceding the end of the war the greatest single demand for Douglas fir plywood was for packaging the materials and supplies sent to our far-flung armed forces. Some of these containers were used as often as 40 times. Those shown here are engine cases.

Good copy throughout the war were the plywood torpedo boats and many others relied upon by the Navy for combat duty in both offensive and defensive actions. Hulls of these 80-foot PT boats usually were of plank construction, but cabins, decks and bulkheads were cut from flat sheets of Exterior type fir plywood.

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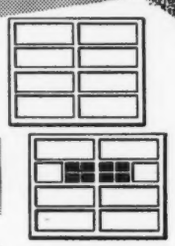

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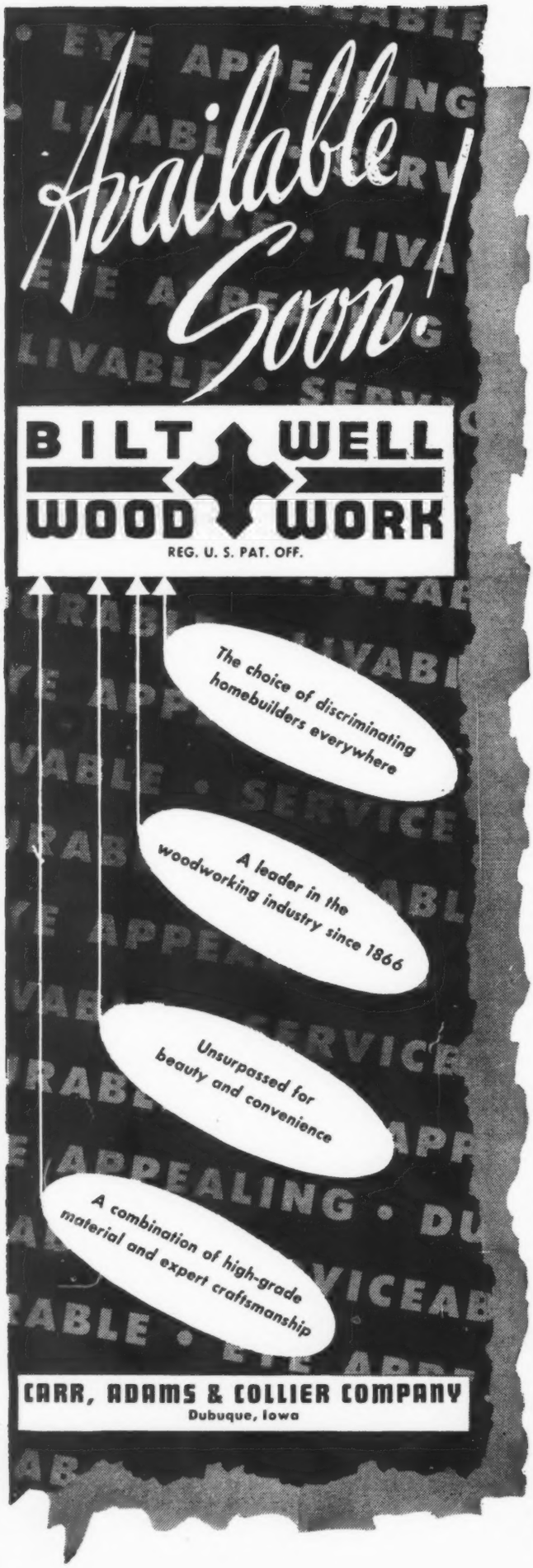
Tacoma 2, Washington

The National Association of Fir Door Manufacturers


Available Soon!
BILT WELL
WOOD WORK
REG. U. S. PAT. OFF.
The choice of discriminating homebuilders everywhere
A leader in the woodworking industry since 1866
Unsurpassed for beauty and convenience
A combination of high-grade material and expert craftsmanship
CARR, ADAMS & COLLIER COMPANY
Dubuque, Iowa

Geo. J. Silbernagel

WHOLESALE DISTRIBUTOR

of

West Coast Lumber

and

Lumber Products

SPECIALIZING IN

PONDEROSA PINE

- LUMBER
- MILLWORK
- MOULDINGS
- BOX SHOOK

Geo. J. Silbernagel

GENERAL OFFICE

8 S. Michigan Ave., Chicago, Ill.

MAN

Plywood Helped . . .

(Continued from Page 62)

bulk of the output went to the Army and Navy, and a small portion of plywood allotted to jobbers for sale through retail lumber dealers had to be sold only on orders warranting highest priority ratings.

Typical of the way plywood was used by the armed forces is that reported from Sacramento (Calif.) Air depot. There, fir plywood of appropriate grades was a standby for crating shipments and making certain types of packing boxes, some of them large enough to protect a full wing of an airplane.

Re-usable Crates

In the shipment of airplane engines from the factories to the aircraft plants plywood had a vital part. Often the shipping cases were entirely of the panels; in other instances they were partly of the material. These high-quality containers were used over and over again.

River Boats

One of the most dramatic episodes in the wartime role of plywood boats was the speed with which four boat companies supplied more than 500 plywood storm boats when urgently needed for crossing the Rhine and Moselle rivers, the last major water barriers before Berlin.

Barely five weeks before infantrymen and engineers first slid across the water barrier in the fast light-weight craft, hundreds of the boats were yet to be built; orders hadn't even been placed for many of them or for the plywood that went into the boats.

The craft were completed ahead of schedule and shipped by water and air to the European theater. Hulls, floors and transoms of the 15-foot, bathtub-shaped boats are of plywood. The transom, of only ½-inch waterproof fir plywood, carries a 50-horsepower outboard motor that drives the craft at 35 miles an hour when loaded with nine men.

Probably the most versatile of all small assault craft used by the military are the 13-foot, scow-shaped plywood assault boats.

These craft, built of thin panels of exterior (waterproof) type fir plywood, were used to transport everything from troops to tanks across all types of water barriers and in landing operations.

Each of the boats carried several soldiers when used for troop transport; either paddles or outboard motors afford propulsion. Frequently, two were tied together to transport anti-tank guns. Or they were butted together to form pontoons across which plywood treadways were strung to make a bridge.

In other instances, three or more plywood assault-boat pontons, joined with treadways crosswise, formed a raft for ferrying tanks and other vehicles.

Literally thousands of patrol boats, rescue craft, barges and lighters were built in a steady stream in boat yards large and small in every corner of the nation. Many of the craft are entirely of plywood; others have planked hulls with plywood decks, cabins, bulkheads and built-ins.

Further, a dozen different firms constructed plywood life-boats and life-rafts to be carried aboard freighters and tankers of our merchant marine. One company alone turned out 3,000 life-boats.

Overseas Box Cars

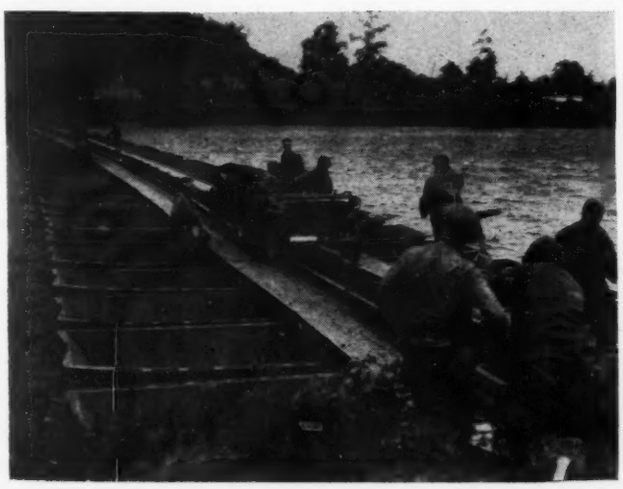
A half-dozen railroad shops turned out thousands of plywood box cars for use in occupied territory. They were shipped knocked down to be assembled in the various countries and used along with rolling stock available there.

Everyday, unspectacular applications for the panels are those of patterns for castings, templates in shipyards and aircraft factories and mock-ups of full-scale models of planes, machines or other implements of war. These are behind-the-lines and behind-the-scenes uses, but were important to the war, nonetheless.

Giant Doors

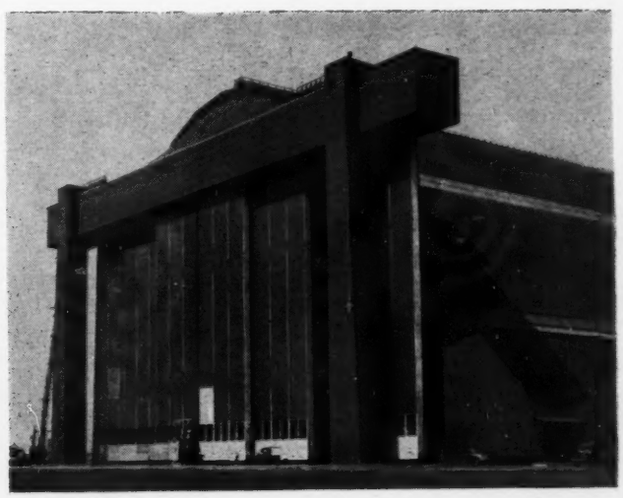
Highly spectacular was the construction job filled by fir plywood panels in forming the doors for the all-wood blimp hangars which attracted so much attention. The doors, built in six sections, close openings approximately 120 feet high and 220 feet wide. Each of the leaves is a box truss on end with plywood covering ⅜-inch thick on the outside.

Prefabricated, demountable bar-



(Signal Corps Photo)

Another front-line application of fir plywood. The first jeep crosses a pontoon bridge over the Meuse River in Belgium. The pontoons are entirely of plywood with the panels utilized so no ribs are necessary, thus reducing weight to the minimum. The treadway, also of plywood, is glued to both sides of framing members in stressed skin type of construction.



One of the many uses of plywood during the war was in the construction of all-plywood hangars for blimps which patrolled the nation's coasts throughout the war. The 10-story high doors of this Santa Ana, Calif., hangar and others similar to it were built of plywood panels over steel framework. Five-eighth-inch thick Exterior type plywood in standard 4 x 8 foot sheets was prefabricated into sections 12 x 16 feet and flame-proofed. The sections were then attached to door framework. This hangar shown here—the largest all-wood structure ever built—is 1,000 feet long with timber arches providing a clear span of 237 feet.

United States Production of Softwood and Hardwood Plywood, 1939-45

	9939	1940	1941	1942	1943	1944[2]	1945[3]
			(Million square feet)				
Softwood plywood[1]	1,000	1,260	1,680	1,840	1,495	1,485	1,085
Hardwood plywood[2]	§	§	850	1,119	1,330	1,166	990

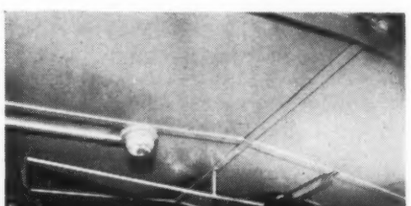
[1]3/8-inch basis. [2]Face measure [3]10 months. §No data.
Source: Department of Commerce, Bureau of the Census.

racks formed partly or wholly of plywood have been erected on all the global fronts. Some of them served as hospitals or warehouses as the need arose. Many were moved again and again as our forces pushed forward.

Now, after having served the military so well throughout the war, Douglas fir plywood is returning to peacetime construction. In its new function it has gained new stature and is prepared to do more different civilian building jobs than ever previously assigned to it.

For among the war-wrought changes in the fir plywood industry, a development of prime importance both to manufacturers and users of the panels is the greatly increased production of plywood bonded with waterproof adhesives and suitable for all outdoor and marine appjications. The volume of exterior plywood has been multiplied sevenfold, and manufacturers are preparing to turn out an even greater proportion of the all-purpose panels in 1946.

This is the material that went into torpedo boats, assault craft, barracks, huts and ponton bridges; soon it will help build stronger, more durable barns, chicken houses, pleasure craft and work boats, homes, commercial buildings, railroad cars, trucks and outdoor signs.



To help transport members of the armed forces across the country enroute to battle fronts or on their return home the Pullman-Standard Car Manufacturing Co. built hundreds of plywood lined sleepers. In addition to the triple-decker Pullman of the type shown here, thousands of plywood box cars and freight cars also were prefabricated and shipped to Europe for use on rail lines in reoccupied countries.

Supply Situation

As to probable supply of plywood, only a general forecast can be made and this is not too encouraging for the immediate future. The situation at present is confused but indications are that some plywood will reach at least most of the retail lumber dealers within the next few months. Quite likely, even with increased production, the supply will not catch up with demand for some time, and plywood will remain "tight" until mid-1946 or later.

Plywood manufacturers had no problem of physical reconversion of plants at war's end as the peacetime product is substantially the

(Continued on Page 96)

Christmas

Christmas is near at hand. The time is an appropriate one for a more frank expression of friendliness than at any other time of year. It is fitting that we forget the cares of business for the moment and wish you joys of the Season in language of lumbermen:

May your Christmas be as white as the blossom of the Magnolia.

May your joy be as lasting as the heart of the Cypress.

May your days be as full of interest and charm as the figure of burled Walnut.

May your life's problems be as simple as those of a dealer today with a yard full of lumber.

Kirby Lumber Corporation

Houston, Texas

All Lumber Regions
CONTRIBUTED TO VICTORY

Softwoods, hardwoods, north, south, east and west supplied billions of feet of lumber for war's insatiable needs.

LACK OF MANPOWER, rush orders for gigantic amounts of lumber, pricing problems—none of these could stop the lumber industry the nation over from completing the all-important assignment of getting the material where it was needed when it was needed.

It has been known for many years that lumber was one of the world's most valuable materials, forests a tremendously important natural resource. It took a war to convince Mr. and Mrs. John Public, army and navy officials, construction men and engineers that this was true. Almost from the start of the war, lumber became a critical item.

When aluminum plants couldn't produce fast enough, engineers turned to lumber and found wooden planes fast, cheap and easy to build. When steel mills couldn't deliver the goods in construction steel for thousands of huge warehouses, hangars, war plants and for a wide variety of engineering needs, lumber came to bat.

From 1941 to 1944 inclusive, the lumber industry contributed to the war the unbelievable quantity of 155.2 billions of feet. Direct military got 59.5 billions; indirect (war housing, etc.) took 27.7 billion and civilian requirements took 68 billion.

Truck bodies and racks for all types of conveyances were made of lumber. Here is a cargo loading bin used in the Army Transport Service.

The large container at the left was used originally for shipping one tripod for anti-aircraft gunfire directors. A slight change in design made it possible to substitute the smaller container on the left, when the need came for economizing on lumber.

The task of producing all this lumber was fraught with problems. Roughly the lumber producing areas of the country fall into six or seven regions. Each region had its individual problems, some large, some small, but in general all were faced with the task of combating labor and equipment shortages, pricing problems, and the need for producing as much lumber as fast as possible.

West Coast Lumber

More than one-third of all lumber produced nationally during the war came from Douglas fir forests. In

1941 civilian customers took 84 percent of the business. By 1945 it had dropped to only 24 percent.

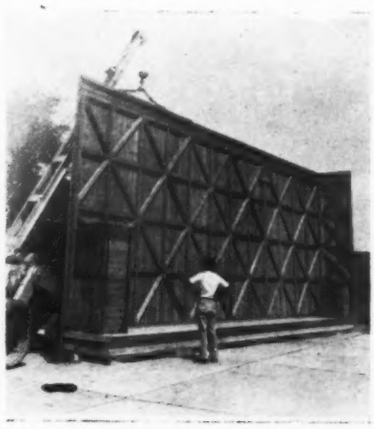
In addition the 1200 sawmills operating in the area west of the Cascades in Oregon and Washington produced items difficult to saw and select at high speed, and to be had no place else in the world. Items like aircraft hemlock, spruce and fir; long-straight-grain ship decking; highest grade pontoon lumber; lumber for landing barges, for ship planing, for freight pallets, truck bodies and tent poles, all required extreme care in manufacture.

From these forests came lumber for building housing and hospitals, warehouses and hangars to house 12 million soldiers and their equipment, for boxing and crating millions of tons of foods, ammunition, medicines and supplies, for building boats, planes, hutments, bridges and churches. Many of the mills received Army-Navy "E" pennants for their great production records.

Ready to resume the ways of peace, the West Coast region expects to manufacture some 8 billion feet during 1946. Of great importance to the lumber retail industry and to future users of its products is the organized movement underway in the region to harvest and manage forests on a sustained-yield basis, so that there will be taken off the timber lands each year only as much timber as the lands will grow. Under this program the industry plans to become a stable, steady supplier of lumber, with a known production potential available each year to the users of lumber.

Western Pine

The Western pine industry, under the impetus of the National Defense program, produced in 1940 more than 5 billion feet of lumber for the first time since 1929. But this was just a start. During the following five years, 1941 to 1945, its annual production averaged over 6 billion feet. This is 30 percent more than the production average of the five previous years. In two of these years, 1941 and 1942, the output was 20 percent more than in any previous year of the industry's history. Shipments in 1941 actually exceeded the 6½ billion mark.



War presented problems in the packaging of large items as well as small delicate parts for instruments. This crate for a bomber wing—42 inches by 16 feet by 40 feet—was the largest crate handled in the design and testing program at the Forest Products Laboratory.

During the period of the defense program and the early stages of the war, a very large proportion of the Western pine products — boards, dimensions, shop and selects — were utilized in the construction of army and navy cantonments, war housing and many special military items. Also the industry was supplying a growing volume of lumber for box shook to meet the increasing demand for fruit, vegetable and other food containers and the early requirements for military boxing and crating. As the war effort intensified and overseas shipments reached almost unbelievable

Holiday Greetings

to Customers and Friends Everywhere

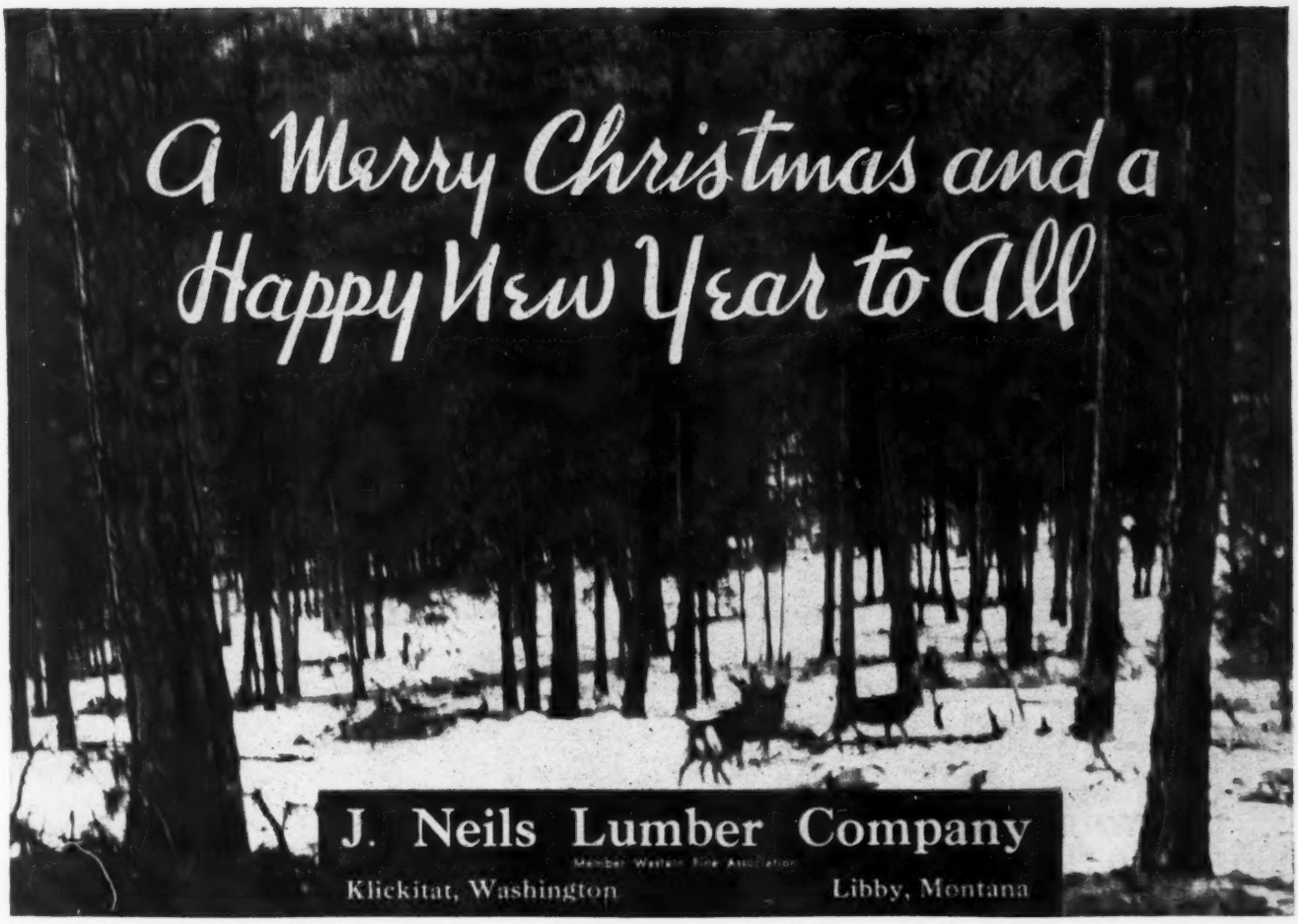
Sample of the Quality of A-Y Timber

May the New Year bring you, one and all, health, happiness and prosperity. Thanks for your business these past twelve months—and your patience when we've been unable to serve you. We sincerely hope that before many months we may be able to build up an inventory and deliver better service in A-Y dependable quality Ponderosa Pine yard stock, factory lumber, mouldings and industrial items.

Member Ponderosa Pine Woodwork

Alexander-Yawkey Lumber Co.

Members Western Pine Association — Prineville, Oregon


A Merry Christmas and a Happy New Year to All
J. Neils Lumber Company
Member Western Pine Association
Klickitat, Washington
Libby, Montana

Christmas Greetings

1891 — 1945

A Joyous Christmas and A Busy Prosperous New Year to all our friends and customers on this our 54th Christmas.

Our production is now directed 100% to peacetime uses. During 1946 we hope sincerely for the privilege of supplying your requirements again of OZAN PINE LUMBER AND LUMBER PRODUCTS.

OZAN LUMBER CO.
Prescott, Arkansas

levels, War Production Board limitation orders channelled at least 75 percent of the Western pine product into the shook and crating field. The No. 2 and lower grades were restricted to that use except on special authorization and about the only construction use for which the upper grades were permitted was millwork in military or related construction.

The war's end found the Western pine industry at the lowest ebb in manpower and worker efficiency. As yet there has been little correction in this situation, and strikes shut down 30 percent of the industry's capacity. These things have prevented a prompt volume return of the industry's products to normal industrial and retail markets.

The year 1946 should see Western pine products again in their usual markets in normal volume.

Redwood

The redwood region includes all of the stand of coast redwood (Sequoia sempervirens) together with stands of other softwoods which are intermingled with redwood or east of the redwood range. In 1940, the first year of intensive defense activity, regional production was 458 million feet, of which 388 million, or 85 percent, was redwood.

As production difficulties, primarily shortages in manpower, equipment and supplies, increased and the demand for lumber became more urgent, the usual production pattern was radically changed. Logging operations, planned for the most economical long-time harvesting of timber, were shelved and cutting was concentrated on stands that would produce the most logs with the least labor in the shortest time. Steam equipment, retired in favor of tractor logging, was put back to work. Refining processes in the mills were discontinued so that the manpower could be shifted to production. The rush for shipment precluded carrying stocks for air seasoning, so yard labor was also shifted to production. Much lum-

Gluing up a curved laminated oak member such as were used in the building of ships and planes during the war.

Items made of compreg—resin-treated, laminated compressed wood. Left to right: heavy flooring with compreg faces, aircraft engine test club, two propellers for small aircraft, and an airplane radio antenna mast.

SISALATION

The new LOW COST Reflective Insulation with Many Added Advantages

- ✓ Low in Cost
- ✓ Assures Winter Warmth
- ✓ Provides Summer Comfort
- ✓ Acts as Effective Moisture-Vapor Barrier
- ✓ Stops Wind and Weather
- ✓ Seals Out Dirt
- ✓ Is Tough and Strong
- ✓ Protects Year-in and Year-out.

Announced last month, SISALATION has already been enthusiastically received. SISALATION, in addition to providing effective insulation, offers other important benefits for little more than the cost of good building paper!

SISALATION stops the passage of heat as effectively as much thicker materials—provides the home with a moisture-vapor barrier and an extra weather-stop against dust, dirt, and wind.

SISALATION opens up a big market for volume selling and increased profits. You can sell it all the year 'round—for new homes, as added insulation for old ones.

Did you forget to mail this Coupon?

The SISALKRAFT Co., Dept. AL, 205 W. Wacker Drive., Chicago 6, Ill.
Please send me samples, together with complete information on SISALATION.

Name.....

Address.....

City.....State.....

THE SISALKRAFT CO. 205 W. WACKER DRIVE CHICAGO 6, ILL.

If you have not sent in the above coupon — do it now!

Manufacturers of SISALKRAFT, FIREZEN, SISAL-X, SISALTAPE AND COPPER ARMORED SISALKRAFT

BACK AGAIN!

BRIGHT CHROMIUM PLATED CABINET HARDWARE

Your choice of **FOUR profit-packed assortments**

more complete- more profitable than ever...

Available in four "styled to sell" matched sets. Four different modern display boards and assortments in all price ranges. Stock assortments include only styles and colors that sell best. Chromium Plated items with or without Black or Red trim are mounted on display boards. Not necessary to carry colors or designs that are "slow sellers." All items individually packed in attractively printed envelopes, cartons of uniform size — neatly labeled.

Investigate this popular Cabinet Hardware line — priced to sell on sight with a big profit margin for you. Sales promotion material, trade paper advertising and direct mail will make this the most popular and profitable Cabinet Hardware line for you to sell. Send for dealers and jobbers catalog folder.

NATIONAL LOCK COMPANY
Builders Hardware Division Rockford, Illinois

What's behind the NAME...

besides a SANDER?

When you buy rental floor surfacing equipment, look for the name and what's back of it besides a sander! Look at the company behind the product and into the source and supply of parts or service. Occasional overhauling and servicing is necessary on any mechanical equipment and time lost through lack of repair facilities will be costly.

For approximately twenty-five years American distributors have steadily operated, even through depression and war, to serve machine owners. These distributors located in thirty principal cities have complete stocks of parts and factory-trained mechanics. They are thus able to render prompt service on American machines in all sections of the United States. Remember, no American machine has ever become an "orphan" nor long been out of service.

For location of nearest American factory-trained distributor write—

THE AMERICAN FLOOR SURFACING MACHINE COMPANY
521 SO. ST. CLAIR STREET • TOLEDO 4, OHIO

ber was shipped random width, random length and random grade.

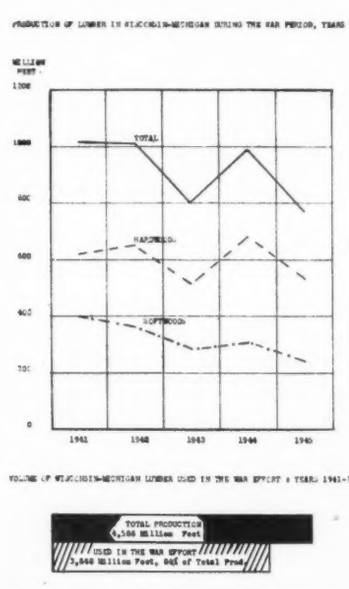
The consumption picture changed. The industry started 1940 with about 300 million feet of stocks. During the next two years shipments increased greatly, with troop housing and industrial construction added to a heavy demand for civilian housing. Redwood stocks were at a modern low, but still about 250 million when the first war year of 1942 opened. They were down to 160 million a year later, about 75 million beginning 1944, and ended the war with less than 60 million feet.

The first military demand on redwood was for troop housing. One of the most important uses was for redwood tanks, a demand which continued to the end of the war. Collateral uses were for redwood pipe and for sewage disposal systems. Numerous war industries used redwood cooling towers. Redwood ties by the hundreds of thousands were used at military installations, and expansion joints were used in the construction of air field runways and aprons.

The redwood industry, starts the first postwar year with stocks very little above the alltime low, and not more than 20 to 25 percent of the volume that has been considered a minimum working inventory. Production for 1946 should approximate that of 1945 or 1944 unless retarding factors intervene. The largest part of the shipments will go to lumber dealers, the balance to industrials, with a small amount released for export.

Northern Woods

In comparison with the hey-day of white pine when the Lake states led the nation in lumber production, the area now known as the Northern Hemlock and Hardwood region is a relatively light producer from the standpoint of total domestic

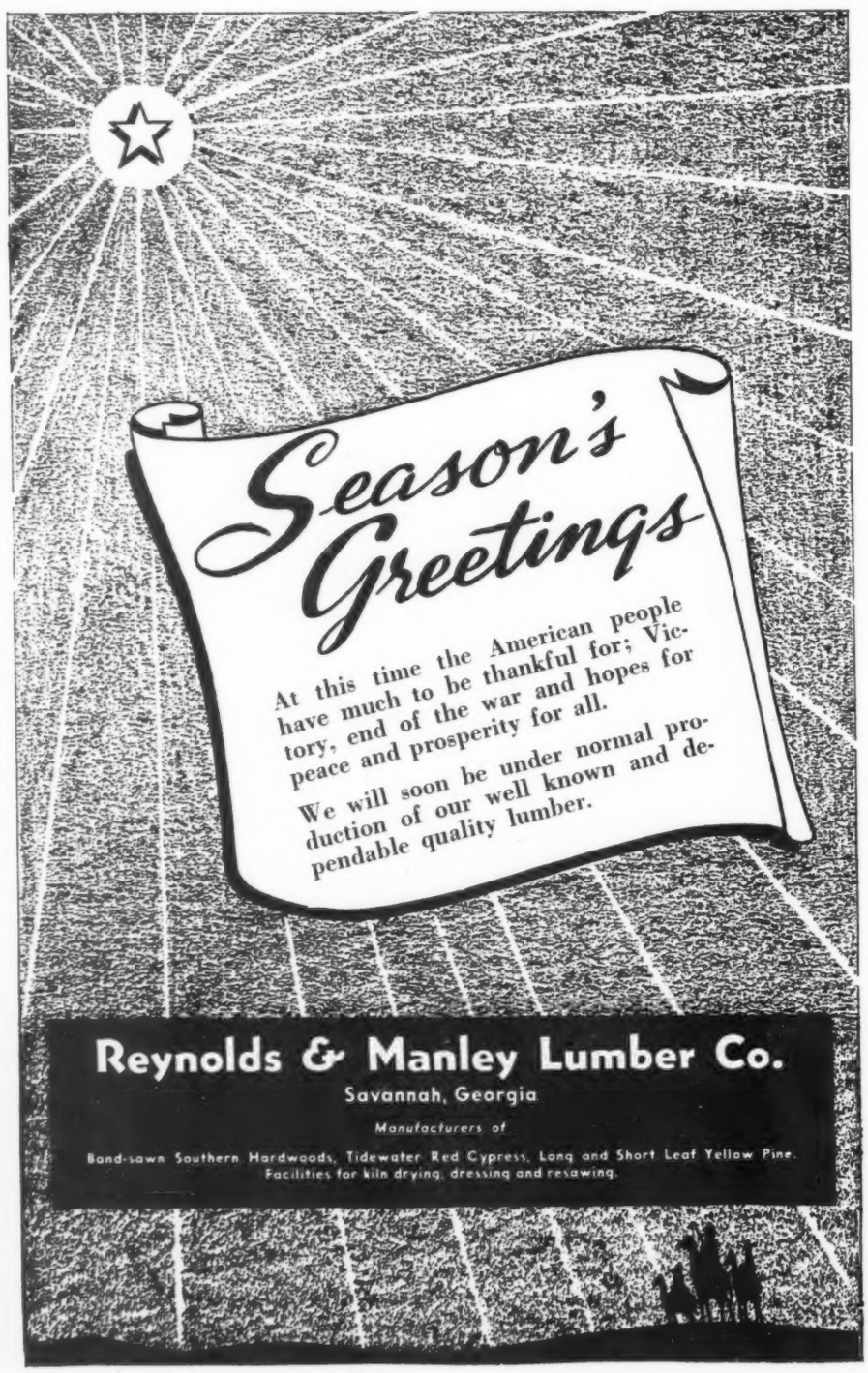


volume, yet during the war it was found that these species were of tremendous importance in the conduct of all campaigns of the armed forces.

Northern woods were applied as lumber, woodwork and related items in buildings, as solid parts in the production of ordnance, vehicles, war articles and material; as veneers and plywood for aircraft, ships, containers; as transmuted wood for aircraft parts and radar; as chemicals for gunpowder, antifreeze, fabrics, medicines, solvents; as charcoal in the production of carbon steel; as paper and fiber in containers, building specialties, roofing, absorbents; as paper laminates in aircraft parts; as a filler in plastics in the form of wood flour.

This industry delivered a high performance record in the winning

(Continued on Page 94)


Season's Greetings
At this time the American people have much to be thankful for; Victory, end of the war and hopes for peace and prosperity for all.
We will soon be under normal production of our well known and dependable quality lumber.
Reynolds & Manley Lumber Co.
Savannah, Georgia
Manufacturers of
Band-sawn Southern Hardwoods, Tidewater Red Cypress, Long and Short Leaf Yellow Pine.
Facilities for kiln drying, dressing and resawing.

To our old friends and customers from the home of **FITITE** *processed shakes and* **STAYON** *stained shingles*

COLONIAL CEDAR COMPANY

600 West Nickerson Street

Charles E. Putman — SEATTLE 99, WASH. — Ernest L. Connor

Greetings *from* URANIA

Every foot of Urania lumber is of pre-war quality, manufactured to pre-war standards. Urania expects to be in the lumber business from now on. We have over 110,000 acres growing timber for your future lumber needs.

The URANIA Lumber Co. Ltd.

Lumber Manufacturers and Tree Farmers

Urania, Louisiana

SOUTHERN PINE • SOUTHERN HARDWOODS

LUMBER DEALERS CONQUER WARTIME SHORTAGES

Alert retailers concentrated on former sidelines, small wood-built items and prefabbed farm buildings during wartime shortage of lumber, building materials.

THE PROMISE OF a never ending supply of lumber visualized at the beginning of the war began receding with almost startling rapidity less than half way through the fight. As the lumber supply became tighter and tighter and restrictions were placed not only on new home building, but on the amount of remodeling that could be done, the lumber dealer began focusing his attention on how to stay in business under such circumstances.

Many resourceful dealers soon realized there were two paths open to them. Those who followed the first path began to take stock of materials other than lumber that were available for them to sell including insulation, gypsum board, some types of roofing, odds and ends of lumber, and items such as paint, that had been considered sidelines up to this time.

Many followed the second path of constructing various types of small buildings for over-the-counter sales from their odd lots of lumber and materials. Many dealers followed both activities to keep volume up.

Typical of what was sold by those concentrating on side lines were barn equipment, bathroom cabinets and fixtures, builders' hardware, carpenter tools, electrical supplies, floor coverings, garden tools, glass blocks, heating equipment, household appliances, lawn furniture, paints and varnishes, poultry equipment and treated lumber.

Conduct Rummage Sale

One ingenious dealer took a hint from a church rummage sale. Every section of the yard was combed through for odd lots and items not in the inventory, and tables were piled high with odd windows and sash, doors, blinds, frames, obsolete insulation, mouldings, hardwood flooring blocks, varnish spreaders, paints in dented rusty cans, asbestos shingles, louvers, medicine cabinets, ironing boards, breakfast nooks, etc. The result of this rummage sale was not only $500 added to the cash register, but a contact with many more people who may prove to be steady customers when supplies are again ample.

Many dealers collected odds and ends of lumber from their own yards, tore down unused buildings, salvaging the saleable wood regardless of grade, pattern, width, thickness or length, knowing that if it could be cut with a saw and put together with nails it would be gobbled up by eager customers. Even fixtures, nails and gadgets from these old buildings were sold.

An old deserted icehouse furnished one dealer with several thousand feet of boards. The work of tearing it down resulted in several truckloads of timber and dimension stock of all sizes and kinds. All good dry lumber, a great deal of it was rough Northern white pine cut much thicker than the practice today. The icehouse might still be standing if this alert dealer hadn't seen it as a huge pile of highly valuable, critical material.

The way in which lumber on hand was sold often determined how long a dealer could stay in business. For example, one yard manager had just received a car load of lumber. When a customer came in, the manager urged him to take all he could haul since there was no telling how long it would be before another shipment came in. There were two or three similar transactions and the dealer was out of lumber and consequently in danger of going out of business.

Dealers Ration Lumber

In sharp contrast were those dealers who installed a form of rationing. By sitting down with customers and figuring the minimum amount needed, the carload of lumber supplied the needs of many more than three customers and at the same time showed them the dealer was looking out for their welfare.

"Don't buy a board if you can get along without it," advertised a dealer in the Middle West. "But if you can't get along without it see me and I'll try to help you out." The response was sensational, cooperation between dealer and customers. Here an obstacle was turned into an asset, establishing customer relationships that will be valuable during the highly competitive days to come.

In many cases where the dealer could supply a part of the lumber needed by a farmer, he would look over the old buildings owned by the farmer, see where lumber could be salvaged, cut and saw it if necessary, thus supplementing the small amount he had on hand to sell. He was doing the farmer a service and in turn helped himself by showing that he was ready to do all he could to help his customers.

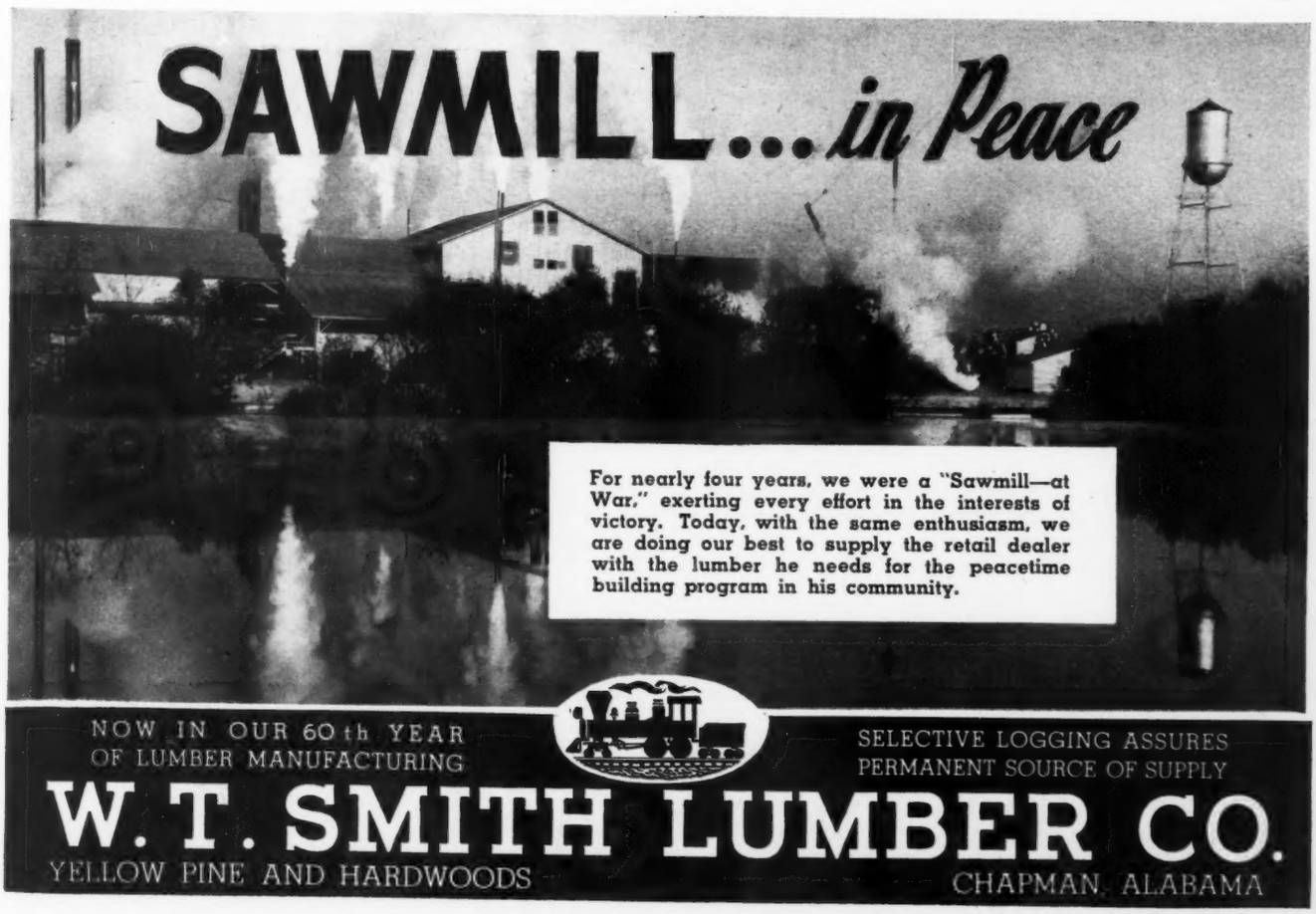
A rummage sale will start the ball rolling and will clear out odd stocks, but what next? The answer came from those dealers who saw a way to get through the duration by concentrating on former side lines. "Now is the time to paint and insulate" was the theme urged in all merchandising and advertising campaigns. All available manpower was used to sell and install insulation. Where manpower was scarce, dealers showed customers how they could do the work themselves, and all the time they continued to sell.

"Why not do everything you can to make her lay?" advertised one dealer who realized that farm buildings were a tremendous outlet for selling insulation, and immediately began proving that fact by selling to farmers throughout his area after showing them how egg production could be increased during the winter months if the brooder houses were insulated.

Small Lumber-Built Items

It took a long time for many lumber dealers to realize that depart-

Yuletide Greetings
W. E. COOPER
WHOLESALE LUMBER
606-608 Richfield Building
LOS ANGELES, 13
52 Years of
Dependable Service


SAWMILL... in Peace
For nearly four years, we were a "Sawmill—at War," exerting every effort in the interests of victory. Today, with the same enthusiasm, we are doing our best to supply the retail dealer with the lumber he needs for the peacetime building program in his community.
NOW IN OUR 60th YEAR
OF LUMBER MANUFACTURING
SELECTIVE LOGGING ASSURES
PERMANENT SOURCE OF SUPPLY
W. T. SMITH LUMBER CO.
YELLOW PINE AND HARDWOODS
CHAPMAN, ALABAMA

ment stores, mail order houses and others were selling lumber-built items readily and regularly at low prices. Many of these items could be made easily and economically in the lumber yard with existing equipment by men already on the job. With materials that did not conform to traditional lumber standards because of grade, species, length, width or thickness, many small items such as water troughs, feed bins, storage boxes, step ladders, lawn chairs, garden trellises, garbage pails, posts, sign boards and other small items were made and sold over the counter.

In one city of 100,000 a lumber dealer offered to a few wholesale companies a small cabinet, bench and box line of wood built products which they were not able to obtain from normal sources of supply. By this means the dealer kept his shop busy and cleaned up his yard of accumulated odds and ends as well as regular stock.

One dealer set out to pick up lumber wherever he could get it, paying little attention to species, grades, sizes and kinds. He bought what he could get wherever he could get it, and even tore down several old buildings. From all this, cutting out the bad pieces, he made a lot of small buildings and gadgets that sold rapidly. He managed to keep the lumber coming in and the ready-made products going out, and had a profitable year.

Prefab Farm Buildings

Keeping the farmers supplied with the many small buildings needed on a farm became the job of hundreds of dealers in large and small towns.

Prefabbed brooder houses, hog houses, chicken coops, feeders, troughs and roosts were only a few of the items sold by dealers. Space formerly used for lumber storage was often turned into shops for building feeders, brooder houses, hog houses and similar items. Because these structures are small and quickly built, dealers could turn out a variety which offered a quick turnover.

To encourage such sales, not only on farms but in towns and cities, one dealer offered standard rabbit hutches, containing buck and doe with information on how to raise them for maximum meat production. Another dealer offered a 50-chicken family unit complete with chicken house and yard, dry mash hopper, water stand, hover, chicken feeder, nests and 50 baby chicks.

How making prefabricated farm buildings saw one lumber dealer through the hard times is shown by the following figures. From 380,000 feet of odds and ends, 100,000 feet of 2 x 4 No. 4 fir rough, 200,000 feet of 4 x 4 fir rough, 375,000 feet ¾ foot red cedar siding and 100,000 feet red cedar rabbeted siding in all sizes and grades he made 35 farm labor cabins, 38 chicken houses, 15 machine sheds, 12 farrowing houses, 8 chick sale units, 2 automatic hog feeders, 12 small brooders, 23 chicken feeders and 15 hexagonal brooder houses.

Another dealer added a farm supply department to his prefabbing work. After turning part of his warehouse space into a sort of special farm department, he added feed and seed, brought together wire fence, paints and other farm articles which had been scattered hither and thither throughout the yard. Attractively displayed, they added greatly to the profits from the buildings.

In going into the prefab business, dealers have not only kept the farmers supplied with the items necessary for maximum production of food, but have opened up for themselves a whole new merchandising program which can be continued in the future.

Results of a national survey made show the extent to which prefabrication of portable farm structures is sweeping through the lumber yards of the land.

Future of Prefabrication

Sixty-five percent of the dealers who replied to the questionnaire said they were prefabbing portable farm structures in their yards. However, the percentage varies greatly in different sections of the country. In the Middle West farm belt, 80 percent of the dealers are carrying on this activity while in the New England states and New York the number is only 25 percent. In the West and Pacific states it is approximately 51 percent.

Instead of being a "war baby" as many have assumed, lumber yard prefabrication has been carried on by 22 percent of the reporting dealers since before 1934. Only 62 percent started since 1940. While war accelerated greatly the development of this important activity it is interesting to note that nearly half of the prefabricating dealers were at it before war clouds began to form.

Equally interesting is the fact that 88 percent of the dealers state they expect to continue to prefab portable structures in the future.

Thus lumber yard prefabrication of portable farm structures continues its onward march. Dealers endorsed the activity as the profitable answer to shortages of materials and labor, and found it in great hope for the future.

Material shortages are still critical, but just as ingenious dealers found ways to keep going during the war, these same dealers will begin figuring how they can prosper by the pent-up demand for building that will break eventually.

Planning for Future

Three immense markets loom large—new homes, farm buildings, and remodeling and repairing of existing structures. Any one of these markets is an industry within itself. In combination they constitute one of the chief hopes for postwar prosperity.

Millions of families are planning to build a home as soon as possible. Today the job for lumber dealers is one of coordinating all services—selling materials, gathering plans and working with financing institutions—to make the lumber yards the local building headquarters.

Farmers are even farther behind in their building program and here, too, is a coordinating job for lumber dealers in all farm areas.

At the same time it is estimated it will take several years to make up for lost time and satisfy current demands for modernization and repairs.

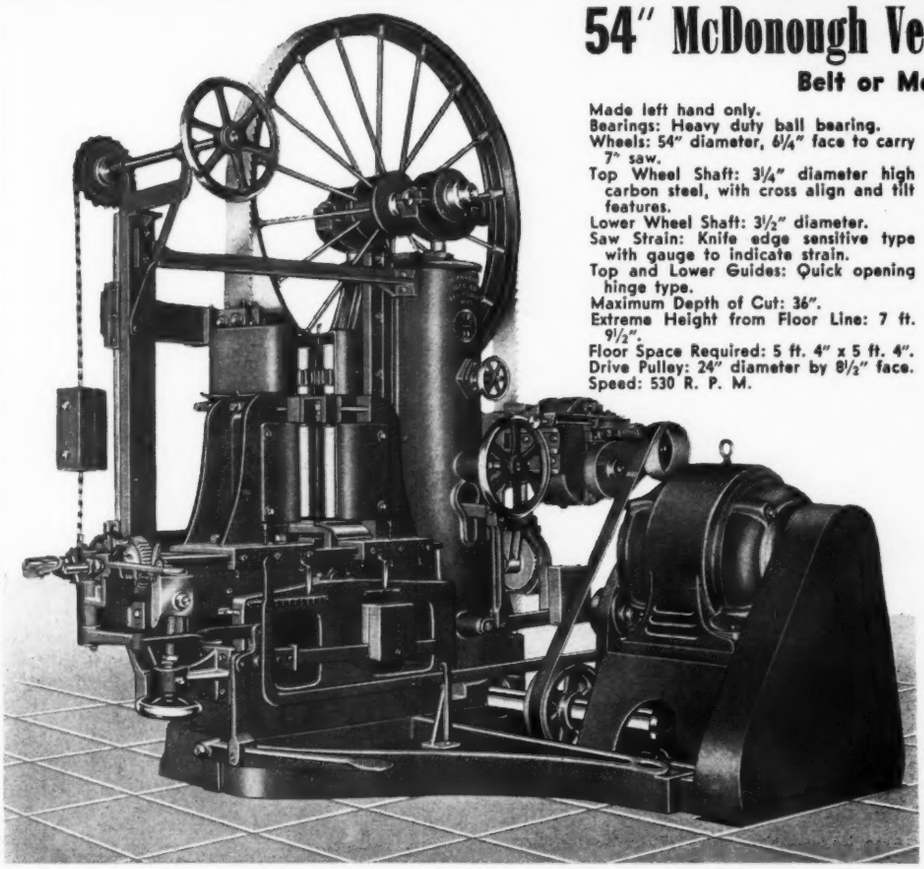
There are four major steps that are being taken by progressive dealers to make the most of these postwar markets:

1. Obtain latest plan services and building information concerning all types of structures . . . advertise their availability in order to get in touch with prospects now.
2. Ascertain what building materials will be best suited for the various jobs . . . begin to build up stocks as soon as possible.
3. Get complete information concerning all new financing services and make them available to customers through the dealer's establishment — an important factor in the control of the sale.
4. Establish satisfactory relationships with reliable contractors and local workmen in order to make the lumber yard as near a one-stop building service as possible.

Above all, alert dealers will recognize that the things he did during the war—concentrating on side lines, using all available lumber economically, and utilizing odd lots of materials—can be utilized to good advantage even after his lumber sheds are full again.

54" McDonough Vertical Band Resaws

Belt or Motor Driven



Made left hand only.
Bearings: Heavy duty ball bearing.
Wheels: 54" diameter, 6¼" face to carry 7" saw.
Top Wheel Shaft: 3¼" diameter high carbon steel, with cross align and tilt features.
Lower Wheel Shaft: 3½" diameter.
Saw Strain: Knife edge sensitive type with gauge to indicate strain.
Top and Lower Guides: Quick opening hinge type.
Maximum Depth of Cut: 36".
Extreme Height from Floor Line: 7 ft. 9½".
Floor Space Required: 5 ft. 4" x 5 ft. 4".
Drive Pulley: 24" diameter by 8½" face.
Speed: 530 R. P. M.

Power Required: 30 H. P.
Saws: 7" wide, #19 gauge; 26 ft. long, 1¾" teeth.
Saws not furnished as regular equipment but carried in stock as extra for convenience of users.
Feed Works: Four driven rolls 5½" diameter with independent adjustment for alignment with saw.
Maximum opening 18½",—12¼" outside of saw and 6¼" inside of saw. Inside rolls flexibly mounted for gauge sawing.
Can be set for center or gauge sawing and tilt for bevel siding.
Feed Roll Drive Mechanism: Variable speed spur gear transmission with four speeds in oil tight case, exclusive on this resaw. 41 to 136 lineal ft. per min.
Belt Driven Resaw: Net weight, 7500 lbs., shipping weight, 8000 lbs.
Motor Driven Resaw: With built-in 30 H. P. electric motor and "V" belt drive. Net weight, 8500 lbs., shipping weight, 9200 lbs. Starting switches and controller not furnished.

WRITE FOR COMPLETE INFORMATION

McDONOUGH MANUFACTURING COMPANY
INC. 1888
EAU CLAIRE - WISCONSIN

As close to you as your Telephone

Phone 8115

MORE ORDERS WANTED --

KD FURNITURE DIMENSION STOCK
CLEATS -- BATTENS

With new and increasingly active sources of supply, we can now handle more orders for reasonably prompt shipments. Send us your orders and inquiries for regular or specially worked Furniture and Industrial Stock, specially cut-to-length Cleats and Battens, Crating and Plywood. In many cases can ship mixed cars of Cleats, Battens and Shooks. Also limited amounts of Gum, Oak, Mahogany, Maple and Douglas Fir Panels.

We also handle commission business in Southern Pine, Western Pine, Spruce and Douglas Fir, including Douglas Fir Plywood.

To Mills:

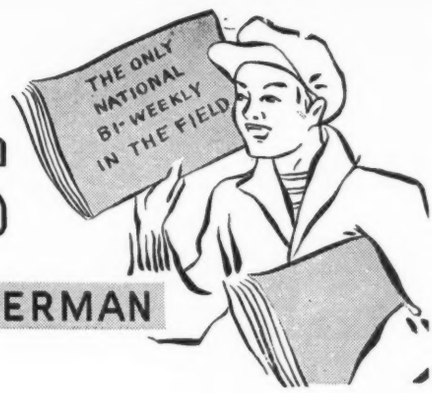
We can give dependable, permanent representation to reliable shippers. Our business is growing constantly. You are invited to contact us.

Buyers looking ahead should contactus now on their future requirements.

L. N. BAGNAL

P. O. BOX 737 WINSTON-SALEM 1, N. C.

NEWS and TRENDS



READ IT SOONER IN AMERICAN LUMBERMAN

Present Housing Problem One of Production, Costs

The housing problem in the United States now and for some years to come will be one of production and costs, and cannot be ameliorated by easier credit, according to testimony presented Dec. 5 before the Senate Banking and Currency committee, which is conducting hearings on the Wagner - Ellender - Taft housing bill. Such was the conclusion of L. Douglas Meredith, vice president, National Life Insurance company, Montpelier, Vt., speaking for the Chamber of Commerce of the United States.

The current housing shortage, Mr. Meredith said, tends to obscure the fact that the American people have the highest standard of living, including housing, in the world. He presented census figures supporting this statement and showing that the trend in housing is toward better accommodations at lower cost. From these, the witness concluded that "the American family's will to improve its housing standard and to own its own home is a demonstrated fact. So, also, is the ability of the private home building industry to meet these widespread and persistent demands for better housing."

The acute housing shortage now being experienced, he continued, results from wartime restrictions on construction, the increased rate of marriages, and the fact that reconversion has not yet reached the stage at which houses can be produced in volume. "This problem," he said, "cannot be solved by legislation directed primarily at the supply of credit. It can be solved only by industry and by community action designed to speed up the production of building materials and houses and to lower costs. . . . The federal government can play its most effective role by encouraging and clearing the way for this decentralized industry and community action."

Manufacturer Ceilings Rise For Window, Picture Glass

An increase in manufacturers' ceiling prices for window and picture glass equal to 3.95 percent on annual sales has been announced by the Office of Price Administration.

The increase became effective December 7 and will permit all producers to realize on window glass an average net return equal to average earnings for the base period years 1936-39.

Prior to this action, ceiling prices for window and picture glass were the highest price sellers charged during March, 1942, and since that time production costs have increased.

The increase will be absorbed by resellers and industrial users, and will not result in an increase in cost for ultimate consumers, such as buyers of new homes or persons making home repairs.

CPA Closes District and Regional Offices Dec. 31

The Civilian Production administration has announced that all its field offices will be closed on or before Dec. 31. After Dec. 7, all applications for priorities assistance under Priorities Regulation 28, heretofore handled in the field offices, must be forwarded to its headquarters in Washington for handling, CPA said.

After Dec. 31 there will be no one available in any field office to aid applicants in the filling out and filing of the application forms for priorities assistance. The present 13 regional and 6 district offices, although closed for the transaction of all CPA business after the first of the year—except for compliance matters—will only be used by the compliance division and a limited number of administration personnel engaged in liquidating field activities.

Replacing the field offices as sources of supply for priority application forms, will be 115 first class postoffices in cities where CPA field offices have been located. The forms will also be available in the Small War Plants corporations field offices.

Gypsum Board Production and Demand Increase During Year

Demand for gypsum products has risen to an unprecedented level, while manufacture of these products, though in excess of the peace time rate, has not kept pace with demand, the Civilian Production Administration reports.

Production is still increasing slowly. In January, 1945, output amounted to 163,000,000 square feet of gypsum board and lath. By September the figure had risen to 174,000,000 square feet and the estimate for October is 198,000,000. Indications are that total November production will be approximately the same as October's.

Overtopping the recent production figures, however, are the estimates of unfilled orders, which jumped from 169,000,000 square feet in January to 631,000,000 square feet for October. These figures by no means represent total demand, as the backlog of many plants is so extensive that they have stopped accepting orders.

The rate of gypsum board and lath manufacture is tied in with the rate of production of the paper lines

Our Best Wishes

for a Very

Merry Christmas

and a

Happy and Prosperous New Year

GRAYSON
Lumber Company
Birmingham -- Alabama

Tidewater
RED CYPRESS

in Timbers and Other Items for Industrial Purposes

SCMA *also* Tide Water Red Cypress "The Wood Eternal"

Tidewater
RED CYPRESS

for Your Normal Needs

IMMEDIATE SHIPMENT FROM ST. LOUIS STOCK

FLEISHEL LUMBER CO.
4235 DUNCAN AVE. • ST. LOUIS 10, MO. • NEwstead 2100

WELL GROUNDED FLOORS
rest on Wolmanized sleepers*

Use Wolmanized sleepers and subflooring to start with and you are assured maximum years of service. The tearing up of fine finish floors to replace decayed base materials is a costly and time-consuming proposition. Wolman Salts* preservative gives positive protection against decay and termite attack, yet it's odorless and nonbleeding. For dependability, specify pressure-treated Wolmanized Lumber.

Wood **the Nation's No. 1 Building Material**
First in order of preference because with wood you get the advantages of low cost, faster erection, high insulating value, light weight, resilience, paintability and—when Wolmanized—dependability.

1646 McCORMICK BUILDING, CHICAGO 4, ILLINOIS

Yuletide Greetings *from* Crowell

For more than 50 years Crowell has taken pride in maintaining high standards of quality and service. Demands of war interrupted Crowell's long record of prompt service, but there was no interruption of quality.

Today Crowell is producing from an exceptionally fine stand of

VIRGIN LONG LEAF and SHORT LEAF

The quality of this timber is superb. It produces a beautiful grade of lumber, particularly finish.

May the New Year bring a solution to some of the difficult operating problems that are retarding Crowell output—so that we can again resume the prompt, reliable Crowell service of years past.

CROWELL LONG LEAF
Lumber Company, Inc.
Long Leaf, La.

Military supplies, men and material in transit and at terminals are being protected from all sorts of weather with Fultex and Shuredry covers, tents and tarpaulins. To get there and get there in good condition is imperative. Fultex and Shuredry covers are giving a good account of themselves. They are proving again and again that they give dependable protection. We are also makers of Back Bands, Cotton Twine, Truck Covers, Tents and other Canvas items.

Write Dept. A L for interesting dealer proposition

Fulton Bag & Cotton Mills
Manufacturers since 1870
ATLANTA ST. LOUIS DALLAS MINNEAPOLIS
NEW YORK NEW ORLEANS DENVER KANSAS CITY, KAN.

used to bind the processed gypsum rock. Lack of sufficient liner for this purpose is considered to have been the chief limiting factor in the expansion of gypsum board production.

Area Pricing Orders for Hard Materials Issued in Region Six

Flat dollar-and-cent prices for 34 hard building materials to consumers and contractors (AMERICAN LUMBERMAN, Dec. 8, page 34) became effective Friday, Dec. 14, to replace OPA freeze-formula prices and make ceilings standard throughout Cook county.

Sixteen area pricing orders on hard building materials were issued in the seven states in OPA region six between Nov. 23 and Dec. 11. Other cities in the region will follow shortly with flat pricing orders.

Cities which have issued area pricing orders to date include Milwaukee, Green Bay and Oshkosh, Wis.; Des Moines and Waterloo-Cedar Falls, Iowa; Fargo-Moorhead area and Minot, N. D.; Peoria, Springfield, Bloomington, Decatur and Chicago, Ill.; Sioux Falls, S. D.; Omaha, Neb.; St. Paul and Minneapolis, Minn.

Start Research to Reduce Cost of Tile Installation

Research designed to reduce cost of floor and wall tile installations in homes, schools, hospitals and commercial buildings is being launched by the Tile Council of America through the Battelle Memorial institute, industrial research organization, Columbus, Ohio.

The project will set standards for adhesive and other bonding compounds used for thin setting beds and thus assure better and more rapid tile installations, according to H. E. Meyer, chairman of the council, committee on installations, which comprises manufacturers of 90 percent of the nation's floor and wall tile.

"In these days of increased housing costs, it is essential that the building industry explore every possibility which may lower construction expenditures for the home builder," declared Meyer.

In the research program Battelle will test bonding compounds under all conditions existing in areas where tile is generally used. It will set up standards not only for such compounds but also underlayment, grouting and backing materials. To meet requirements of the tests, fin-

ished installations must remain satisfactory for the life of the building.

When satisfactory specifications have been devised for thin setting materials and methods, manufacturers and users of bonding compounds will be able to submit them to Battelle for testing, through any member of the Tile council.

Scheduled Convention Dates

Jan. 9, 10—Carolina Lumber & Building Supply association, Columbia, S. C., Jefferson hotel.

Jan. 15, 16, 17—Middle Atlantic Lumbermen's association, Atlantic City, Claridge hotel.

Jan. 17, 18—Northwestern Lumbermen's association, Minneapolis, Radisson Hotel.

Jan. 15, 16, 17—Kentucky Retail Lumber Dealers association, Louisville, Ky., Brown hotel.

Jan. 23, 24, 25—Southwestern Lumbermen's association, Kansas City, Mo., Municipal auditorium.

Jan. 28, 29—Nebraska Lumber Merchants association, Omaha, Municipal Auditorium.

Jan. 28, 29, 30—Northeastern Retail Lumbermen's association, New York, Pennsylvania hotel.

Jan. 29, 30, 31—Ohio Association of Retail Lumber Dealers, Columbus, Deshler-Wallick hotel.

Feb. 3, 4, 5—West Virginia Lumber Dealers association, Charleston, Daniel Boone hotel.

Feb. 4, 5—Mountain States Lumber Dealers association, Denver, Colo., Shirley-Savoy hotel.

Feb. 5, 6, 7—Michigan Retail Lumber Dealers association, Grand Rapids, Pantlind hotel.

Feb. 6, 7—Lumber Dealers Association of Western Pennsylvania, Pittsburgh, William Penn hotel.

Feb. 7, 8—Iowa Lumber & Building Materials association, Des Moines, Fort Des Moines hotel.

Feb. 11, 12 — Tennessee Lumber, Millwork & Supply Dealers, Chattanooga, Patten Hotel.

Feb. 12, 13, 14—Illinois Lumber & Material Dealers association, Chicago, Sherman hotel.

Feb. 19, 20—Western Retail Lumbermen's association, Spokane, Wash., Davenport hotel.

Feb. 19, 20, 21—Wisconsin Retail Lumbermen's association, Milwaukee, auditorium.

Feb. 21, 22—Virginia Building Material association, Virginia Beach, Cavalier hotel.

March 5, 6, 7—Indiana Lumber &

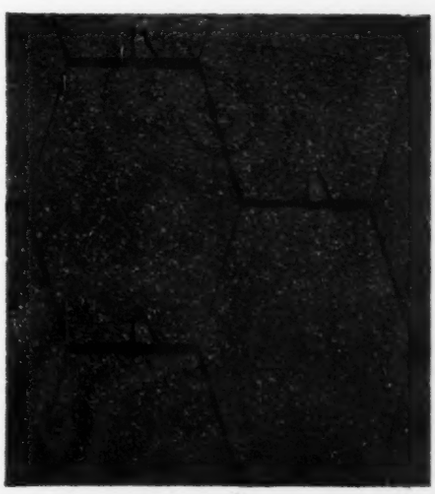
FORD *the high-wind shingle*

Cyclone

SAFETY SHINGLES

This roof was carried 40 feet, with no damage to the Cyclone shingles except that caused by the 2 x 4 studs pushed through the roof.

Roof deck blown completely off, but with practically every Cyclone shingle intact.



These pictures tell the story. The amazing holding power of Ford Cyclone shingles is being demonstrated constantly on roofs where real wind storms are encountered. Users have developed a confidence in this shingle that makes it one of the most popular shingles in localities where wind damage is common. The simple locking notch anchors each shingle securely to make a truly "locked-to-the-roof" unit of strength.

The Cyclone Safety Shingle is an exclusive Ford product backed by eighty years experience in making roofing materials.

FORD ROOFING PRODUCTS CO.
111 WEST WASHINGTON STREET
CHICAGO 2, ILLINOIS

ford
ROOFING PRODUCTS CO.
Established 1865

ASPHALT ROOFING · SHINGLES · SIDINGS · FORD-V-NEER

SEASON'S GREETINGS

from Your

Western Wholesalers

Looking ahead to 1946, you can depend on it that your Western Wholesalers will devote every energy to serving their customers as best possible within their abilities. Supply conditions have been extremely difficult in recent months. We sincerely hope that 1946 may bring a solution to some or all of the production and inventory problems and permit a restoration of the former dependable service of your Western Wholesalers.

WALES LUMBER COMPANY
Old National Bank Building
SPOKANE - - - WASHINGTON

Wendling Nathan Company
564 Market St., San Francisco 4, Cal.

MAUK SEATTLE LUMBER COMPANY
SEATTLE, WASH.
HOMESTEAD BRAND
WESTERN LUMBER MERCHANTS

CARL SODERBERG LUMBER COMPANY
Manufacturers and Wholesalers
(Sawmill: Pine Products Corp., Prineville, Ore.) Spokane, Washington

PACIFIC LUMBER & SHIPPING CO.
White Bldg., Seattle 1, Wash.
Piling, Round Timbers and Lumber.

Morrill & Sturgeon Lumber Co.
MORSTURG
Yeon Bldg., Portland, Ore.

Builders Supply association, Indianapolis, Murat temple.

March 6, 7—South Dakota Retail Lumbermen's association, Sioux Falls.

March 7, 8 — Mississippi Retail Lumber Dealers association, Jackson, Heidelberg hotel.

March 7, 8, 9—Intermountain Lumber Dealers association, Salt Lake City.

March 12, 13—North Dakota Retail Lumbermen's association, Fargo, City auditorium.

March 20, 21—Louisiana Building Material Dealers association, New Orleans, Roosevelt hotel.

March 20, 21—New Jersey Lumbermens association, Atlantic City.

March 27, 28, 29—Florida Lumber & Millwork Association, Orlando, Auditorium.

April 8, 9, 10—Lumbermens Association of Texas, Galveston, Pleasure Pier.

Dealer Writes Chicago Paper Discussing Housing Problem

In the following letter written to the *Chicago Daily News*, Nov. 29, an Illinois lumber dealer expresses his opinion of what should and can be done to avoid bottlenecks in building.

"I have followed with interest the articles on housing problems, and the recent report under the by-line of Paul R. Leach (Washington correspondent) impels me to put my opinions before you.

"The very real housing shortage can be solved in only one manner. Conferences, conventions, big-shot names in the paper will not do it. Production of vital materials will do it. Lumber, plaster, brick, shingles, made available to the consumer, will do it.

"So far as I am able to determine, more than ample financing is available through the regularly established agencies. What is needed is building materials.

"I can speak only from my own knowledge of the retail lumber business; but before there is any lumber for the home builder, a good many rules and regulations must be rewritten.

"The overall ceiling price profit margin is ample and no one can complain, but the individual price ceilings as they apply to various grades, species, manufacturing processes, etc., are not in true balance in accordance with established trade practices.

"While national figures on lumber production may be up to expectations on board feet, the items needed for home building are not available in the manner in which the home builder must have them.

"As a concrete example, this lumber yard normally carries an inventory of from 750M feet to 1,000M feet and at this date has an inventory of approximately 100M feet.

"We could fill our stock up to normal footage in a month by buying rough green lumber which is available but, because OPA prices do not permit the mills to operate their dry kilns or their planing mills except at a loss, we cannot buy dry lumber nor the many items of planing mill stock without which no one can build a home.

"Please do not get the impression that I am in favor of the elimination of OPA ceiling prices. I am in favor of retaining ceiling prices on the fundamental building materials for at least the next two years. I have been through the 1920-21 affair and do not want to repeat it if it is possible to avoid it.

"But these ceiling prices must be established on a sensible basis and not by whimsey and must be flexible enough to meet day-to-day conditions."—H. J. Troup, Kankakee, Ill.

OPA Increases Log Ceilings For the Three Lake States

An increase of $4 per thousand feet in the ceiling prices of all logs, except white birch, and proportional increases in tie cuts for all species, sold in Michigan, Wisconsin and Minnesota was announced by the Office of Price Administration.

Prices for grades 2 and 3 of white birch logs are established and all white birch log prices are set at the level of hard maple logs.

To simplify the administrative work-load, buyers and sellers in zone 1 do not need OPA permission to add 10 cents per thousand feet to the ceiling price for each mile the logs are hauled beyond the original 25 miles.

Univ. of Illinois Sponsors Small-Home Building Course

The Small Homes Council of the University of Illinois and the Division of University Extension have prepared a program designed to bring practical, simple but fundamental information in the field of construction to the people engaged in building small homes. In preparing the program for this course, they have enlisted the cooperation

LET US HELP

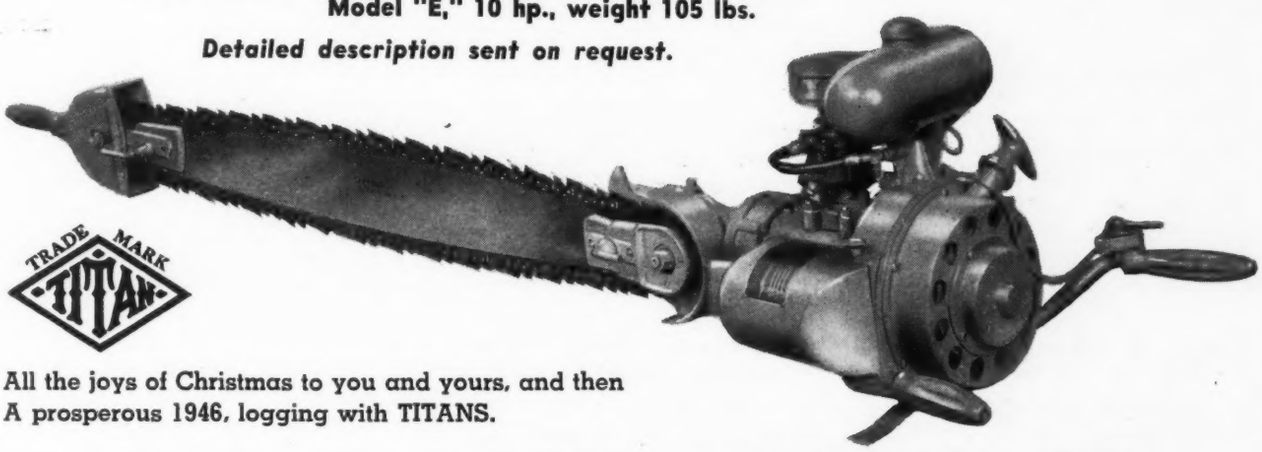
in your 1946 plans for greater efficiency; for greater man-hour production.

Lumber Costs start in the Woods—falling and bucking.

TITAN power falling and bucking SAWS should be the first item on your 1946 operating plan. Sturdy but light, they are a "Must" in modern logging operations.

2 New Models: Model "J," 6 hp., weight 88 lbs.
Model "E," 10 hp., weight 105 lbs.

Detailed description sent on request.



All the joys of Christmas to you and yours, and then
A prosperous 1946, logging with TITANS.

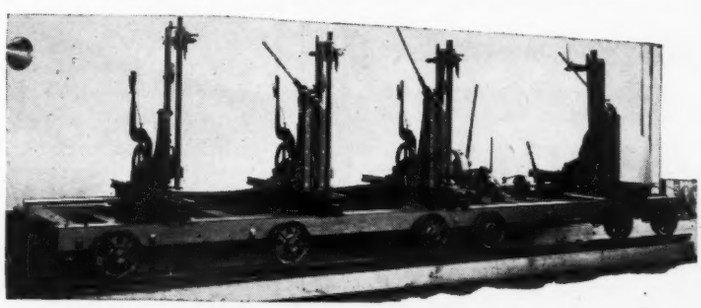
MILL & MINE SUPPLY CO.

2700 Fourth Ave. South, Seattle 4, Wash.

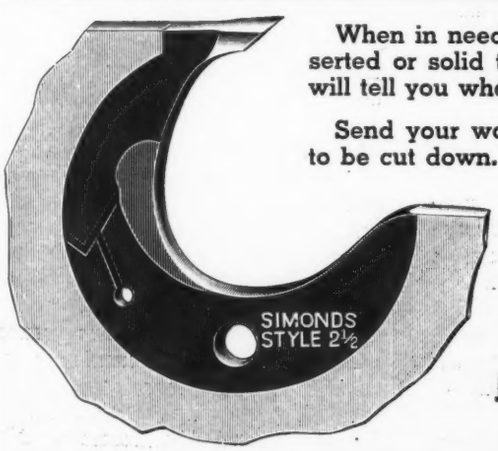
ENTERPRISE SAWMILL MACHINERY

Meets the demands of experienced operators for efficient, accurate production at low cost. Solve your increased output requirements with an Enterprise. Send details of your set-up for our recommendations and prices.

Quality—built to tried and proven principles of design and construction for profitable operation.



THE ENTERPRISE CO., 328 Main St., COLUMBIANA, OHIO



When in need of a new circular saw—inserted or solid tooth—ask us about it. We will tell you what you should have.

Send your worn inserted tooth saw to us to be cut down. It will go back to you in a short time like new and only a little smaller.

We were established in 1904 and we have the best equipped saw factory in the South.

J. H. MINER SAW MFG. CO.
MERIDIAN, MISSISSIPPI
Incorporated in the year 1912.

Greetings to One and All 1918-1945

We are proud of the fact that many of our customers have been with us for over a quarter century. Devoting special attention to reforestation, we expect to continue to serve the trade for many years to come.

The A. B. Carroll Lumber Company
HURTSBORO, ALA.

Manufacturers

Short Leaf Pine Lumber

Mills: Hurtsboro, Ala., Pittsview, Ala.

Manufacturing FRANCHISE AVAILABLE

We have been authorized by one of the oldest manufacturers of prefabricated homes, garages, cottages, poultry houses, etc., to license others to use their time-tested, publicly accepted methods of production requiring 30% less time and materials than old conventional methods, together with cooperative buying, advertising, engineering and architectural service. The small fee required for this service is much less than would be required by any one concern operating independently. Write for complete details while territories are still available.

FACTORY BUILT HOMES
Incorporated
McDONOUGH, N.Y.

of the Federal Housing Agency, the National Association of Home Builders, and the Central Illinois Chapter of the American Institute of Architects.

The course, covering three days from Jan. 22 to 24, 1946, consists of a series of talks or lectures, followed by discussions at which time the men attending the course will have an opportunity to ask questions of the speakers and members of discussion panels. There will be exhibits of plans, specifications and the various documents needed in home building, but no displays of materials or products.

Registration blank and schedule of the course may be obtained from Division of University Extension, 118a Illini Hall, Champaign, Ill.

Manual on Modern Store And Lumber Yard Design To Be Published Soon

AMERICAN LUMBERMAN'S comprehensive manual on modern store and lumber yard design will be published shortly after Jan. 1. Along with numerous photographs of both the exterior and interior of modern lumber stores, the manual will contain many original suggested designs for new lumber and building material sales premises, as well as lumber sheds and warehouses. The ideas and plans for these modern stores will cover the entire range of such establishments from the small town yard catering primarily to farm trade on through the large metropolitan yard and complete home package selling setup.

The entire manual will go to all subscribers as a part of the Jan. 19 issue of AMERICAN LUMBERMAN.

J. Philip Boyd Heads Own Lumber Company in Chicago

J. Philip Boyd, who recently retired as director of the lumber and lumber products division of the War Production Board, has gone into the lumber business in Chicago as president of J. Philip Boyd & Company. According to an announcement by Mr. Boyd he plans to concentrate on middle west business, handling both lumber and lumber specialties in practically all species.

One of the last and biggest tasks performed by Mr. Boyd was to go to Europe as a government representative, for a visit in the liberated countries just after V-E Day. He feels that lumber will be "tight for awhile over there as well as in the United States."

Lumber industry's chief problem, he said, in war and now that the war is over, is one ofproduction, but that the distribution bogey rapidly caught up with the former.

Distribution controls, he said, functioned well in the beginning of the war, but in the winter of 1944-'45 "it was apparent they could not do the job." He worked for revocation of L-335 which took place Sept. 1, 1945.

He says he recognizes the "upset condition of the lumber market today" but that he feels this is something of a temporary situation and that the "proper type of intelligent merchandising will be required again before very long."

The National Lumber Manufacturers association gave Mr. Boyd a testimonial dinner last week.

Ceiling Set on 14 x 18 Mesh Screen in Combination Doors

Manufacturers' ceiling prices for combination storm and screen doors, and window and sash screens with 14 x 18 mesh screen wire cloth have been provided by the Office of Price Administration.

Doors and other items with 14 x 18 mesh screen are new, because the customary 14 x 14 or 16 x 16 mesh used in combination doors is not available to manufacturers.

For use in calculating ceiling prices for combination storm doors and other items when 14 x 18 is used, OPA has supplied manufacturers with list prices, slightly higher than for the standard mesh.

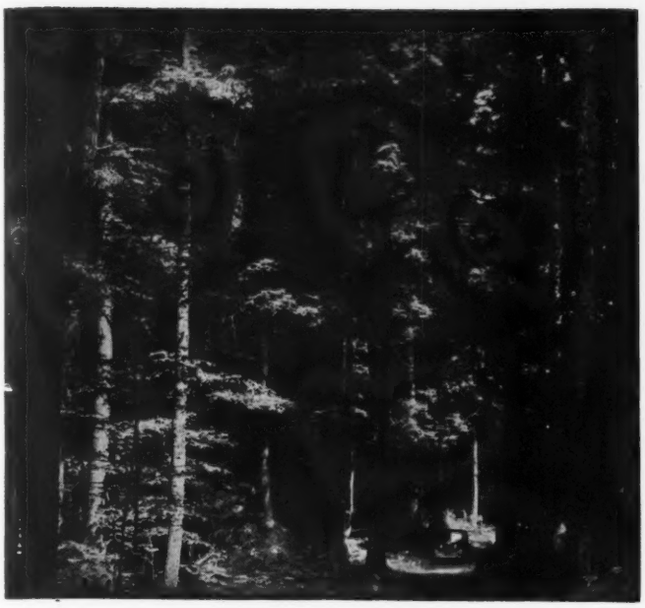
Increase Ceiling in East for Vitrified Clay Sewer Pipe

An increase of approximately 9.7 percent in ceiling prices for sales of vitrified clay sewer pipe and allied products in eastern and east central states has been announced by the Office of Price Administration, effective Dec. 17.

This action increases the level of ceiling prices for clay sewer pipe and allied products to 19.6 percent over prices prevailing in March 1942 when price control in the sewer pipe field began.

The eastern and east central areas where the increase is applicable include Maine, New Hampshire, Vermont, Massachusetts, Rhode Island, Connecticut, New

(Continued on Page 112)



Logged in 1936-1937

HARDWOODS • WHITE PINE • HEMLOCK

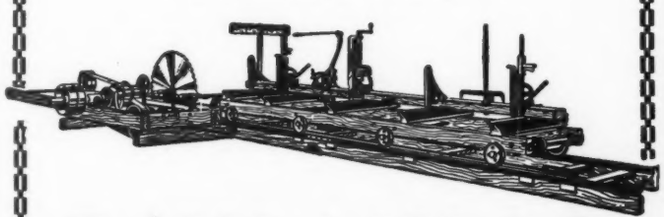
Our sustained yield forest management policy for the past thirty-five years is providing for current needs of today and future demands of tomorrow.

DEFEND YOUR TRADE
with
MENOMINEE INDIAN MILLS
Neopit, Wisconsin

Air-dried QUALITY LUMBER Kiln-dried

LANE

Trade Mark Reg. U. S. Pat. Off.



SAW MILLS

AVAILABLE FOR
PROMPT DELIVERY

Sturdy and dependable. Fast, accurate sawing assured.

Carriages running on roller bearings. Automatic pawl release on set head. Fast, powerful dogs. Friction or Belt Feed, as preferred. Ball Bearing arbor, and roller bearing Feedworks if desired.

Various sizes and dogs to meet your needs.

86 years' experience in building Saw Mills and woodworking machinery.

LANE MANUFACTURING CO.
MONTPELIER, VT.

SOUNDBILT

MOISTURE-RESISTANT
PLYWOOD
of
Douglas Fir

PSP

SOUNDBILT

means plywood manufactured with precision — plywood that has been satisfying the needs of war plants and that will please lumber dealers' customers. SOUNDBILT is the plywood you will want to standardize on for your future needs.

Puget Sound
PLYWOOD, Inc.
230 EAST F STREET
TACOMA 2, WASH.

IMMEDIATE DELIVERY

WEATHER-VANE Combination DOORS

THE FASTEST SELLING STORM SASH-SCREEN DOOR IN AMERICA

- *DELUXE TYPE*
- *CALIFORNIA REDWOOD*
- *NO PAINTING NECESSARY*
- *EASY TO INSTALL*
- *SELLS ON SIGHT*

IT'S THE DOOR YOUR CUSTOMERS HAVE BEEN WAITING FOR

Yes Sir! *This is it!* The Storm Sash-Screen Door that tops them all . . . Built of California Redwood with mortise and tenon construction throughout. It's amazing the way WEATHER-VANE Storm Sash-Screen Doors sell on sight!

Made in the Heart of America's Woodworking District By

NORTHERN WOOD PRODUCTS CO.
HOLLAND MICHIGAN

MERCHANDISING *Clinic*

Merchandising Does It . . . Not Price

SEARS-ROEBUCK is using half pages to advertise a prefabricated insulated garage, 12′ x 20′, for $329.95. Excerpts: "It comes complete and ready to set up, all necessary materials included such as nails, hardware, doors, gable needs, wall ties, roof boards, rabbetted eave trim and door lintel." The garage is a very simple affair with swinging doors, according to the illustration. Although the price seems excessively high, the fact remains the mail order house is selling them (on the easy payment plan) to customers who could, no doubt, buy a better garage at a much lower price from local lumber dealers *if they knew it.* It's the merchandising—not the price—that gets the order for Sears.

* * * *

Easy street is seldom reached easily.

* * * *

Few Words Well Spoken

THAT IS THE "ABC OF THRIFT?" Frank F. Hollis, George A. Hoagland & Company, Council Bluffs, Iowa, answers it thusly on a blotter enclosed with the monthly statements: "Painting saves money—it not only makes your home look brighter, it's actually cheaper. Research by a Midwestern university shows that painting makes houses last 40% longer."

Any property owner ought to be able to assimilate those words of wisdom with little effort.

* * * *

The Hard Way Gets More Fish

IRVING COBB USED TO TELL a story about old Henry—a southern darky who was notoriously shiftless. One morning after a hard rain Cobb was walking along a road when he observed Henry sitting in an easy chair by his kitchen door, fishing in a pool of water that had formed during the night.

"Henry, you old fool, what are you doing there?" asked Cobb.

"Boss," said Henry, "I'se just fishing a little."

"Well, don't you know there are no fish in there?" demanded Cobb.

"Yes, sah," replied Henry. "I knowd dat but this yere place is so handy I thought I'd try it."

The handiest way usually is the most comfortable, but it seldom gets the best results in any type or kind of business.

* * * *

Bringing them back tomorrow for what you haven't got today calls for the highest type of salesmanship.

* * * *

Remember the Light and the Bushel?

BRIEF MENTION is made of Sear's garage ad to bring out one of the most important factors in any merchandising program, i.e., *keeping the public posted.* W. C. "Cap" Hanly, St. Louis lumberman, recently wrote the Clinic as follows:

"You gave us two rather pregnant facts recently (1) that 65 million people buy on the installment plan, (2) that the Curtis survey shows only five percent of prospective home builders say they would consult a lumber dealer first.

"Perhaps these two facts are much more closely related than may first appear. A lot of lumber dealers can render valuable building service *but not many people know it.* A lot of dealers are in a position to extend financing services, but *how many people know it?*

The light of service shines brightly in many a lumber yard, but it's so well "hidden under the bushel" that few people are aware of it.

* * * *

You Never Can Tell!

REFERENCE TO "CAP" HANLY a few paragraphs back reminds us of the story he tells about one of the crack insurance salesmen of all time who had his chauffeur wait while he went into an office building to interview a client. When he came back an hour or so later, a competing insurance salesman had sold the chauffeur a $10,000.00 policy.

The lumber dealer who finds that his neighbor has bought a new roof from an applicator knows exactly how he felt.

Who Would Have Thought It?

EXCERPTS FROM TWO LETTERS from different sections of the country which reached the Clinic's desk at the same time.

First letter: "In spite of shortages, our total sales of lumber, merchandise, and coal for the year 1945 have been the largest on record." Second letter: "Our business for 1945 is way ahead of 1944, and I can't see just where it comes from as we have been limping along with badly broken stocks of lumber and in and out of lots of other items. But the volume seems to pile up. If we had any stock at all, I don't know where we would be."

* * * *

The essence of profitable advertising: "Small doses of solid facts ad-
The essence of profitable advertising: "Small doses of solid facts administered frequently and presistently."

* * * *

The Power That Pulls the Purse Strings

DON'T OVERLOOK the buying power of women. Before the war *Good Housekeeping* conducted a survey that provided the following percentages. No doubt they are even more spectacular today.

Women buy 87% of all food; 51% of automobiles; 78% of drug store purchases. They own 74% of suburban homes and 40% of all real estate titles. They control 75% of national wealth and have 65% of all savings accounts.

Women determine the sale of 98% of household supplies; 97% of groceries; 90% of automobiles; 77% of sporting goods; 62% of hardware; 61% of men's furnishings.

Eighty-two percent of architects say that women select the general type of house to be built.

In the past, lumber dealers haven't paid much attention to women. Few yards are set up to appeal to them. But that isn't going to be true in the future, judging from the plans now being made for building new retail lumber yards and remodeling old ones. Seventy-five percent of lumber dealers are going to do one or the other.

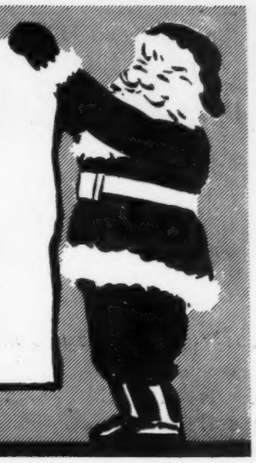
MERRY CHRISTMAS

from

TARTER, WEBSTER & JOHNSON, Inc.

No. 1 Montgomery St., San Francisco -- P. O. Box 1731 Stockton, Cal.

PONDEROSA PINE • SUGAR PINE • WHITE FIR • INCENSE CEDAR



Season's Greetings to all the Trade

W. T. CARTER & BRO.

HOUSTON, TEXAS

Southern Pine & Hardwoods

Yuletide Greetings

from the

STUTTS LUMBER CO.

4 Mills

Annual Capacity: 30 Million Feet

3 Mills at Thomasville, Ala.

producing half Pine and half Hardwoods principally 4/4 boards and 8/4 dimension stock.

New Moore Cross-circulation twin dry kiln, new planer mill and remanufacturing plant, including new band resaw, double-end trimmer, rip saw and moulder.

New Mill at McIntosh, Ala.

just completed, producing Longleaf Pine—particularly small timbers for both domestic and export. Getting ready to add new planer mill and dry kiln. Log supply for this mill from excellent stand Longleaf recently acquired in Mobile and Washington Counties.

All Sales Handled at

Thomasville, Alabama

Our Best Wishes for a Happy Holiday Season

Manufacturers

Kiln Dried Furniture Dimension Stock
Crating Materials and Cut-to-Length
Yellow Pine and Southern Hardwood Lumber

May 1946 bring the improved production and supply conditions we in the lumber business are all waiting and hoping for.

Stewart-Farris and Myers Lumber Company

MORTON, MISSISSIPPI

What's New?

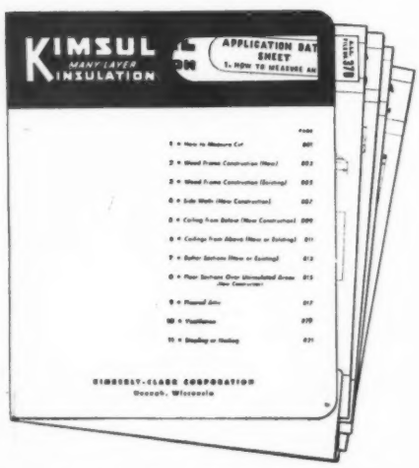
PRODUCTS · SALES AIDS · LITERATURE

Lustron Molding Compounds

A new series of Lustron phosphorescent molding compounds with greatly increased after-glow effect has been announced. The new 1200 series take advantage of marked advances made in phosphorescent compounds during the war, and are expected to find use in switch plates, clocks, instrument dials, auto and aviation dash boards, light pulls, street markers and door numbers. After exposure to sunlight or other illumination molded parts glow visibly for 6 to 8 hours. The new materials are available in colors of green, green-blue, blue and bright blue. Price lists describing the new materials are available from Monsanto Chemical company, Plastics division, Springfield 2, Mass.

Insulation Booklets

Two new booklets on installing insulation are now available. The first gives complete, detailed information on correct application methods for blanket insulation in all standard types of construction, in order to provide maximum thermal protection through complete uniform coverage over essential areas. Includes data sheets on the importance of ventilation and on correct



vapor sealing to eliminate condensation. Twelve subjects, fully illustrated are enclosed in a cover suitable for reference filing. The second is the latest edition of the Kimsul insulation book for architects and builders, ADA File No. 37B and contains sections on physical characteristics of Kimsul, its proper application to various sections in both new and existing structures; tables showing how fuel bills are reduced and winter comfort is increased by raising wall and ceiling surface temperatures with various applications of Kimsul, when a vapor seal should be used, typical specifications, and insulation of prefabricated structures. These books may be obtained by writing on your letterhead to Kimberly-Clark corporation, Neenah, Wis.

Temperature Controller

For batch-type processes and other operations where rate of temperature increase or decrease must be controlled, as well as the actual processing temperature and duration, the recently developed CycleLog controller is now available. No time-cams for supplementary instruments are employed. CycleLog control is completely automatic, according to whatever schedule is predetermined by adjustments of four setting knobs on the instrument panel. By reference to the instrument chart and its notations, any cycle can be exactly duplicated as desired, in any similar plant and regardless of season. For further details write the Foxboro company, Foxboro, Mass.

Transmission Belt Catalog

A new catalog section on its line of transmission belting has just been published by the B. F. Goodrich company and is available on request. Featured is the company's leading transmission belting, Highflex, a square edge, foldless hard duck transmission belt introduced in 1925. Details of the manufacturing and testing program for each foot of this belt are given as well as its advantages in services. Highflex jr., industrial and textile belting and several other types of transmission belting are described with tables listing stock sizes. To receive a copy write the B. F. Goodrich company, Akron, Ohio.

Double Hung Window Unit

A new double hung window unit with removable sash, "pressure seal" weatherstripping and other features of special interest to dealers will be introduced sometime later this year by Andersen corporation. The new unit will employ the same "pressure seal" weatherstripping principle used in the Andersen victory double hung unit, but there are no weights or other counterbalancing devices. Sash are held securely in any position by the wedging action of the concealed pressure strips and are released by a simple operating mechanism that completely frees the sash for easy raising and lowering. The sash are furnished complete with weatherstripping and operating mechanism installed and it is only necessary to place them in the opening. Sash will be furnished in two styles, the popular divided light Colonial style and the modern horizontal bar style. Sizes conform to the moduar standards. For further details write Donald Wilson, advertising manager, Andersen corporation, Bayport, Minn.

Casco Flexible Cement

Discontinued at the beginning of the war because of a critical shortage of materials, Casco Flexible cement, many-purpose adhesive is once again available. The product is said to make a strong, flexible bond between any two porous materials such as wood, paper, leather, wall board, plaster, etc., or between any of the porous materials and a non-porous material such as metal, linoleum, enamel, glass, plastic, etc. Since this cement is made with liquid rubber, it keeps joints slightly flexible and thus withstands jolts, handling and the uneven expansions of different materials. For consumer use the cement is available in 2 ounce tubes, ½ pint, pint and quart containers. Larger containers are available for industrial use. For further information write the Casein Company of America, 350 Madison avenue, New York 17, N. Y.

Southern Pine — Southern Hardwoods

PINE PLUME LUMBER CO.

MONTGOMERY, ALABAMA

Our Best 1945

Christmas Greetings

To All

★

And Wishes For
A Happy Prosperous Year
During 1946

Our Sincere Thanks to all our friends and customers for their patience during the past and present lumber shortage periods. During 1946 we sincerely expect to give you far better service and take care of your requirements.

Longleaf & Shortleaf Yellow Pine
Southern Hardwoods — Cypress
Boards — Dimension — Timbers

★

Putnam Lumber & Export Co.
P. O. Box 928
Jacksonville, Florida

Greetings

—to Our Fellow Lumbermen
—to Our Loyal Customers
—with every good wish at Christmas and throughout the New Year

MOBILE RIVER SAW MILL CO., INC.

Sawmill, Oak Flooring Plant, Planing Mill

Address: Mt. Vernon, Alabama, U. S. A.
Cable Address: MRSCO

Export, Coastwise and Pacific Coast Shipments move via Mobile, Ala.

Manufacturers of
Band Sawed Hardwoods Cypress and High Grade "Mt. Vernon" Brand Oak Flooring

---

BILES-COLEMAN Lumber Co.
OMAK, WASHINGTON
OMAK-KWALITY
Window, Door and Cellar FRAMES
Trim, Mouldings, Casing, Base, Finish Lumber, Furniture Specialties, Etc.
District Sales Representatives
Mr. R. F. Taylor
No. 24 Welwyn Road
Great Neck, L. I., New York
Mr. H. M. Tripp
P. O. Box No. 85
Crystal Lake, Ill.
Member Western Pine Assn.

Housing Not Considered

(Continued from Page 31)

builders, contractors and retail lumber dealers with a stamp of approval on a homebuilding project going to the distributor of those materials and finding that the materials are not on hand. The theoretical fifty percent of materials production that is to be channeled to housing may or may not mean something to the building industry. Fifty percent of nothing is still nothing, and fifty percent of curtailed production in lumber and other building materials is still not enough to begin to make a dent in the emergency need for housing.

"Every retail lumber dealer and every manufacturer is today only too anxious to get the materials to meet the housing need, but manufacturers are being prevented from producing the materials by what we believe is completely an unrealistic pricing policy by the Office of Price Administration and the whole job is made increasingly difficult by a conflicting administration policy in respect to wages, taxes and price control.

"We think that the present steps being taken by the government are far from adequate to provide the relief that is needed by the building industry and by the prospective home owner."

F. Lyle Peters

F. Lyle Peters, of the Louisiana Western Lumber Co., Lake Charles, La., wired this comment to AMERICAN LUMBERMAN: "I regret President Truman's action because I do not think it will increase production and will slow up distribution through the retailer. It might help the public housing crowd more than it will the individual dealers."

W. W. Anderson

W. W. Anderson, of the Anderson Lumber Co., Ogden, Utah, former president of NRLDA, comments on the President's announced plan in this manner: "I favor the control of speculation in home prices and retention of ceiling prices on lumber and materials. I also favor the channeling of materials to low-cost housing until wide-spread distress has been alleviated. Obviously, however, all controls and plans are futile unless full scale production can be resumed. That, after all, is the only way houses can be built. In my opinion, the President's plan will be helpful, but whether it reaches far enough to do the job is another question."

From the far west Matthew H. Harris of the Van Arsdale Harris Lumber Co., San Francisco, Calif., says: "We believe President Truman's plan with necessary refinements would be workable. Different regions, of course, will present varying problems. Just as soon as the tension eases the plan should be immediately abandoned. The release of vast government stock piles would help materially."

A communication from the Long Lake Lumber Co., Spokane, Wash., calls the Truman price plan impractical because "it will discourage construction of private homes built for sale resulting in the claim by FPHA that the private construction industry has failed, thereby giving the public housing bureaucrats an excuse to step in. The immediate release of building materials by all government agencies and the stopping of public money construction until adequate housing is available will serve to stop home property inflation."

Fred R. Stair

Fred R. Stair, of the Farragut Lumber Co., Knoxville, Tenn., comments as follows: "I am afraid the President's new priority and price plans will only add further confusion to the existing chaotic condition in housing. Production of building materials and time are the only things that will give relief. I hope the President's advisors will give serious consideration to assisting producers to get into production."

The executive officer of a large midwestern lineyard concern views the President's plan with little sympathy because it ignores the fundamental problem of building materials production. He says: "No one can help but be very sympathetic with Mr. Truman on account of the pressure that comes on him incident to the extreme and serious housing shortage. However, I personally cannot be sympathetic with the priority and price plan as announced. To me the regulations of this nature that we have had in the past have placed a straight jacket on home building and it is these previous controls that are principally responsible for the present housing shortage. Believing that this is the case, I cannot feel that additional controls at this time are going to correct the situation.

"What is needed is production and not controls. It seems to me that the real effort should be along the line of an enlightened sensible production aid campaign."

John B. Blandford

John B. Blandford, administrator of the National Housing Agency, issued the following statement on the government's plan exclusively for American Lumberman readers:

"The decision to establish priorities for home building is one of the most hopeful developments to help get a substantial volume of new housing construction under way in 1946.

"The resources of the federal government, in cooperation with industry, will be used to channel 50 percent of the available building materials into home construction, and I believe that it will thus be possible for builders to erect homes for veterans at the right prices and still produce a good profit for the builder. The present housing shortage is serious and returning veterans and their families are in the worst plight. We must take every possible step to give them a 'break' in both new and existing housing. But we can't afford to get panicky about the situation; we've got to get down to work to remove all obstacles and as we tackle the emergency move up on the long-term job of providing good housing at a rate never achieved in this or any other country before.

"We have, of course, given veterans preference in all federally-owned war housing. We have asked the congress for funds to enable the government to bear the cost of dismantling, transporting and erecting on new sites some 100,000 units of temporary war housing, which have become or will become surplus on their present sites. And we have urged all cities to establish housing services to get veterans preference in all types of housing, new and old. All these emergency steps are necessary. But because we are in an emergency period, we shouldn't lose sight of the more fundamental long-term job ahead. We believe, that comprehensive housing legislation such as that now before the congress is necessary to achieve this goal. We need its aids to double the volume of private construction ever achieved over any extended period in the past and get private enterprise down further into the great middle market; to provide cities with the necessary resources and machinery to rebuild their blighted areas and clear their slums and to generate and maintain a volume of investment and jobs that will contribute toward full production and full employment.

"We are holding a series of conferences in Washington directed to the speeding of production of housing at the right prices. However,

THE OZARK OAK FLOORING CO.

BISMARCK, MO.

MANUFACTURERS

OZARK BRAND OAK FLOORING

Yuletide Greetings to the Trade

★

For 1946
Specify

"Black Beauty"

for your needs in

Creosoted Material

★

TEXAS CREOSOTING COMPANY

ORANGE, TEXAS

Plants at Orange & Houston, Tex.

Merry Christmas to You!

The exceptional patience and understanding displayed by our customers during the recent war emergency has been very gratifying to us. As manufacturing conditions improve we hope soon to be in a position to resume our business relations with all our former customers.

The MOWER LUMBER CO.

Charleston 28, West Virginia

Mills at:
Omar, Marmet, Cass, Nallen, West Va.
Dry Kilns, Planing Mills, Flooring Plants

Sturdy Young Timber Re-Growth on Camino Tree Farm

CHRISTMAS

Happy Holiday Wishes to customers and friends. May 1946 bring the increased manpower and lumber production we all desire. Our sincere thanks to customers for their patience during this past year when it has been so difficult to meet your needs. As soon as conditions will permit we expect Camino service will be restored to normal.

MEMBER WESTERN PINE ASSOCIATION

Michigan - California Lumber Company

CAMINO, CALIFORNIA

Quality CAMINO SUGAR PINE

we feel that perhaps the most important job must be done in our communities — that the communities themselves must set definite production goals, identify bottlenecks and take steps to break them. We have suggested that mayors appoint emergency committees on housing to carry out such a program and to appeal to the federal government, if necessary, for action it can take to supplement their own attack on bottlenecks and other problems. I repeat that the present housing situation is serious. But I think that the cooperation of industry, labor and government — local, state and federal — can lick it. I believe that the critical year 1946 can be recorded as the year we took decisive steps to end the emergency and got well started on the job of taking our people out of emergency housing, blighted areas and slums."

Present Situation Predicted by AL

It is interesting to note that Mr. Blandford refers several times to the critical housing emergency, especially as it concerns war veterans, and his inference of the importance of government setting itself up in the housing business. In the American Lumberman issue of April 28, 1945, under the heading "Will Stalling of Private Home Building Create an Emergency?" the present developments in Washington were predicted in an editorial urging the government to unleash the private home building industry so it could get started on the problem of housing for postwar. Among other things, the editorial said: ". . . To say the outlook is bright for new home construction is not any bona fide assurance it is bright for private home building. During recent months we have seen a number of moves in Washington which are leading to more public housing projects, but to date little has been done to permit private home building to get under way. . . . One of the distinguishing characteristics of bureaucracy is its lack of foresight. It is perfectly within the realm of possibility that as more and more veterans are disappointed in their search for suitable homes, complaints will flood Wahington to such an extent that the government agencies will suddenly decide, as they are prone to do, that an emergency exists. They will bluntly inform the private home building industry that it has failed to solve the problem — claim that it is up to the government to build the homes . . . While the situation is developing and it is coming on us gradually as days pass, private home building continues to be rigidly restricted in its moves to prepare for a situation which it can see at the present time."

Lumber Regions for Victory

(Continued from Page 74)

of the war in connection with the housing of troops and supplying of troop facilities and services, for the feeding and clothing of troops, for transportation to, from and within zones of combat, for weapons and equipment in the field, for sanitary, medical and surgical supplies, for hospitalization and rehabilitation.

At present, existing timber and the facilities for converting it must be shared among several industries at a time when civilian demands are active in all of them, and the military requirement is still a substantial one. An effort is being made to get some hemlock and pine into pile to be in shape for building in the early months of 1946 and to route as much maple flooring stock as is possible through the flooring mills.

Southern Pine

Southern pine production for 1942-43 was approximately 20 billion feet. This lumber—enough to fill 1,000,000 freight cars—moved to thousands of war projects in the United States and to many foreign destinations.

During the period of national defense and during the period of war, Southern pine was designated as an increasingly critical war material. It was the first species of lumber to be covered by price ceilings.

The association, the mills and the manufacturers worked hand in hand to combat labor and production difficulties and to produce their share of valuable material for constructing housing, hospitals, recreation halls here and abroad, warehouses and hangars.

Top honors were awarded the Southern Pine association during 1943-1944 by the American Trade Association Executives for its highly successful mobilization program of some 3,000 lumber producers and mill owners in ten southern states.

Tidewater Red Cypress

During the war, all of the cypress saw mills sold practically their entire output either to the government or to government contractors who were engaged in the production of war materials.

The decay resistance of cypress heartwood under conditions of alternating wetting and drying brought it into demand all over the world for the construction of new boats and for repairing boats damaged on the fighting front. Hardly a convoy sailed from either coast that did not carry tidewater red cypress lumber. The building of new docks, repairing old ones, and for the construction or repairing of boats required large quantities of it. Thousands of cypress water tanks were made and shipped knocked down for assembly by army engineers at encampments as the army advanced. Staves for wooden pipe lines to bring water down from mountains and hillsides used cypress in large amounts.

Because the cypress has certain properties which make it resistant to the action of commonly used acids and alkalies, many industries used it for tank stock in pulp and paper mills, tanneries, food industries, textile mills, distilleries, and metal fabricators.

Some grades were used in the construction of army, navy and air force barracks, aircraft hangars, and auxiliary buildings.

Today the tidewater red cypress industry is keyed to civilian requirements though hampered by shortage of labor and equipment. It is again being produced for all of its specialty uses in home construction and for farm and industrial needs in the relative proportions of these requirements.

Hardwood

The hardwood regions, Appalachian, southern and northern, contributed immeasurably to the winning of the war. Faced with equipment and transportation problems, the armed forces turned to the hardwood manufacturers for the solution.

The result was tremendous amounts of hardwood lumber went into the production of tent pins, army cots, truck bodies and rifle butts.

Probably the greatest footage of hardwood lumber went into the building of boats, particularly the smaller boats, like landing barges.

Hardwood inventories at the sawmills are depleted almost to the point of exhaustion. There is little if any reserve supply of hardwoods in the stocks of the consuming industries. The reservoir of distributing yard stocks is far below normal. The equivalent of several months' total hardwood production will be needed to fill these vacancies in supplies.

THE MACLEA LUMBER COMPANY

EXCLUSIVELY WHOLESALE

HARDWOODS SOFTWOODS FOREIGN WOODS
PLYWOODS INSULATION FLUSH DOORS
SHINGLES FLOORINGS

506 SOUTH CENTRAL AVENUE
BALTIMORE 3, MARYLAND
TELEPHONE SARATOGA 2761

Real Texas Greetings

to all customers and friends

Serving the Trade Since 1906

TILFORD-HUNT LUMBER CO.
NACOGDOCHES, TEXAS

J. S. HUNT LUMBER CO.
NACOGDOCHES, TEXAS

Lacy H. Hunt, Pres. & Genl. Mgr.

Southern Pine and Hardwoods

HELLO EVERYBODY!

A Very Merry Christmas

from

THE GREEN LUMBER CO.
LAUREL, MISS.

Prefabricators of Homes and Other Structures for over a Quarter Century

TWIN HARBORS LUMBER COMPANY

Aberdeen, Washington

Manufacturers and Distributors of all

WEST COAST WOODS AND SHINGLES

Treated Lumber Important

(Continued from Page 60)

all types of mill work and flooring will be evident.

Probably the best prospects for treated lumber sales will reside in those treatments which eliminate several of the inherent weaknesses at on time. Treatments are available now which will render wood resistive to fire, decay and insects as a result of a single treatment. The treating solution in this case, combines fire-retardant chemicals with standard salt preservatives. Wood so treated is highly fire-resistive as evidenced by the ability of a dressed 2″ wall to resist fire penetration for a period of ¾ hr. At the same time the treated wood conforms fully with every requirement of Federal Wood Preserving specifications. It is applicable to any species of wood and it is generally recommended that sills, joists, sub-floors, studs, sheathing, roof rafters and roof sheathing be treated. This treatment is low in in cost, permanent, non-corrosive to hardware and can be worked, glued or painted without any difficulty.

Resisting Fire

Fire-retardant wood is incombust in the sense that it will not ignite, sustain, support or communicate flame. When exposed to very high temperatures, it will char progressively without contributing any fuel value to the igniting source. Upon removal of the source, there is no continued flame or glow in the treated wood. Naturally, in time, any wood, no matter how thick, would be charred all the way through and hence would lose its structural strength. The actual resistance to fire in terms of time is therefore dependent on the cross section of the wood in question.

It might be added here that plywood in the untreated state has a tendency to spread flame over its surface at a rate in excess of that expected on solid untreated wood. This tendency can be removed entirely by treatment and plywood is being handled now in vast quantities through treating plants to protect it against fire, as well as decay and insects. It is only required that the plywood be bonded with one of the phenol resin glues which are known to have waterproof qualities.

Here are your Markets for FIRE RETARDANT WOOD

Airplane Hangars
Schools
Theaters
Public Buildings
Stores
Office Buildings
Churches
Factories
Warehouses
Better Class Homes

A bill is now before Congress to authorize $700,000,000 in Federal funds for construction of more than 3,000 airports across the country.

Here is a rich made-to-order market for

Triple-Proofed Lumber, permanently protected against Fire, Decay and Insects.

Live lumber dealers will take advantage of this outstanding opportunity to introduce Protexol Triple-Proofed Lumber. Rated by Underwriters' Laboratories and backed by 50 years' research and experience. Make friends and profits by selling Protexol.

Find out Today!

how you can make extra profits selling Protexol Triple-Proofed Lumber. Send for the booklet shown below. Don't delay! Act today!

PROTEXOL CORPORATION

105 Market St.
KENILWORTH 12, N. J.

Developments in Lumber

(Continued from Page 59)

ly in sympathy with the logging operation, it would be best to provide for additional sorting at the mill and even portable drying and planing facilities could be installed. War time experience with demountable construction show that one can build such structures as would be involved by sawmill needs for about the same cost as is required for permanent construction and such buildings are more valuable and more easily modified to meet changing requirements.

Portability permits the ready logging and sawing of scattered stands of timber and saves the mill operation from being dependent upon a limited supply of raw material, thus protecting its interests and permitting the design of a more efficient mill in the first place.

All the above activities are but a few of those of a very forward looking industry, bent upon improvement, with resulting betterment in the character of its product, the quality of its product and the cost of production. The future will no doubt reveal many more interesting and important developments.

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. . . *to you!* Because Weldwood Plastic Resin Glue loses no time in proving its superiority... makes joints stronger than the wood itself . . . is unaffected by moisture or heat . . . turns out better finished jobs.

. . . *to your customers!* Because its convenience, speed and dependability quickly create a steady source of good-margin repeat business.

It makes friends fast . . . and *keeps them.*

WELDWOOD'S ADVANTAGES ARE UNIQUE—

- It has tremendous strength
- Joints are shearproof and permanent
- Easy to mix . . . just add cold water
- Easy to spread with brush or stick
- Stain-Free
- Bacteria and rot-proof

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Industrial Adhesives Division, Dept. 235
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Season's Greetings and Best Wishes for the New Year

The Meadow River Lumber Company
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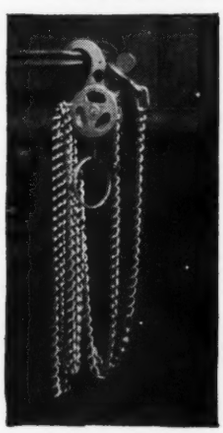

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No strained muscles
No slips or falls
No broken arms, legs or mashed fingers
No fatalities
No time wasted
No "gangs" needed
No time lost

One man can open the most binding, balky box car door with the Monarch Car Door Opener. Get greater safety . . . speed loading and unloading schedules . . . order an ample supply to fill your needs today!

MINING SAFETY DEVICE CO., Dept. AL, Bowerston, Ohio

New No. 500 Amerock Demonstrator sells in your store or "on the job" with home-owners, builders, architects. Ask Your Jobber!

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ROCKFORD, ILLINOIS

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When your customer says, "I like that plan, but I'd like some changes made," send it to Lumberman's Plan Service. Use our personalized plan service—on homes shown in American Lumberman—to increase your business and profits. Complete plans $20.00. (3 sets of prints.) Quick service. Terms cash with order. For detailed information,

Write to

Lumberman's Plan Service
120 Machin St. Peoria 5, Ill.
8 Years of Customer Satisfaction

Plywood Helped in Battle

(Continued from Page 66)

same as that required by the Army and Navy. And immediately after government restrictions relative to the sale and use of plywood were removed, some plywood started to flow into regular distribution channels. However, since there were few cancellations of the huge war and high priority orders on file on VJ day, the apportionment of new production for civilian uses remained low during the first months after victory. In fact, as against the pent-up civilian demand, the volume of plywood reaching the market seemed only as a trickle.

Then a strike for two months (settled only Dec. 5) closed half of the factories and cut output pro-portionately, further aggravating the supply factor.

The encouraging fact is this. The fir plywood industry productive capacity—particularly of exterior or outdoor plywood—is far greater than ever before, and additional plants are now being built. Workers are returning to the factories and to the logging camps from which comes the raw material.

Throughout 1946, the proportion of panels bonded with waterproof adhesives will continue to climb, and by year's end may well constitute a third or more of the production. The bulk of the remainder will be in thicker interior type panels, most of which will be made with the special premium adhesives. Perhaps the time when all Douglas fir plywood manufacturered is of the exterior type, as anticipated by some producers, may not be too far distant.

In many fields of military operations prefabricated plywood buildings were used not only for barracks and administration buildings, but for hospitals as shown in this view.

CPA Retains Many Key Men From WPB's Lumber Division

The Civilian Production administration has retained a number of key personnel of the lumber and lumber products division of the War Production board it has announced.

Mathias W. Niewenhous, formerly deputy director, WPB's lumber division, heads the reorganized group as chief of the lumber branch of the CPA's forest products division. Working with him is John Foley, technical consultant.

The former operations branch of the lumber division is now called the production section and is headed by Harold Holman. This section is charged with assisting in breaking bottlenecks in the fields of tires, trucks, tractors, manpower, wage and price problems, availability of surplus property, food and stumpage where these problems have any bearing on lumber production.

The distribution phases of the new activities are in charge of Stanley H. Ferguson, who was deputy administrator of the old lumber control order under Donald Campbell. Mr. Ferguson and Harry Rosenberg work with applications for priorities assistance in securing lumber and lumber products. They will also handle inventory controls on the consumer, to discourage speculative buying, and the expediting of lumber deliveries where the needs of reconversion demand it.

A. C. Cline, formerly chief of the progress branch, directs the section which secures information on the lumber supply-requirements situation, stock surveys and factors affecting production.

Lumber MARKET ANALYSIS

Western Pine AFL Mills Still on Strike; West Coast Resumes

In spite of the ultimate settlement of the two-month deadlock between mill operators and the AFL lumber workers of the fir regions of the Pacific Northwest, latest advices indicate that the Western Pine AFL mills are still tied up with strikes. According to the most recent report of the Western Pine association issued December 13, 1945, production for 112 mills reporting indicated a 20.12 percent decrease of 1945 output under that for the comparable 11-month period of 1944.

The West Coast producing area is, of course, back at work but Seattle observers of the fir and cedar regions of the northwest timber country say they expect the usual holiday seasonal decline which is customary during the latter half of December. This would mean that logging and milling throughout the area won't resume full swing production until after the New Year.

Briefing the settlement of the AFL lumber workers of the Pacific Northwest fir regions' wage dispute, already reported in greater detail in the AMERICAN LUMBERMAN, December 8, 1945, issue, officials of the AFL's Lumber and Sawmill Workers Union and the operators association have agreed to settle for a 15-cent-an-hour wage increase. The settlement was effected about 30 days prior to the generally predicted date and augurs well for 1946 when lumber production is expected to regain full stride.

With most of its mills again in operation and an ample supply of logs at tidewater, the West Coast lumber industry promises to be producing more than 100 million board feet weekly at an early period, in contrast to the 54 million weekly average of November.

In the promise for an upswing to normal production, the main concern of the West Coast lumber industry is centered on the critical nation-wide lack of housing. It is estimated that we now have 250,000 "homeless heroes" among discharged veterans who have families and that by next spring this number will be increased to one-and-a-half or two millions. The demand for dwellings is as great from other large elements of the population.

Latest Washington releases state that the President has announced that he will apply his authority under the Second War Powers Act to impose priorities on use of building materials — not for the military, but to supply home building. In effect, this should direct that preference be given retail distributors on acceptance and shipment of lumber orders. This would not however materially change present lumber distribution policy. Since V-J Day's cancellation of military orders, West Coast mills have maintained a constant effort to restore shipments to the retail lumber dealers.

The present outlook is for a large volume of lumber to be flowing to retail yards from now to spring, when new construction will get under way. By that time the lumber shortage should be substantially relieved, but not the need for new dwellings.

The lack of housing is not new. It is mainly a result of four years of drastic decline in home building due to the war. The whole building industry has a long way to go to recover from wartime losses of labor and materials.

Turning to the south, operators of many of the member mills of the Southern Pine Association are still hesitating over the price situation on many items, although the recent price increase no doubt will have beneficial effects on production in some of the mills. It is a little early, however, to say just what the general effect on overall production will be.

Many of the Southern Pine mills have gone in for cutting hardwoods because the price structure was more conducive to profits. Whether they will resume cutting pine in the early part of the new year remains to be seen.

The whole lumber shortage for home construction revolves around the question of price. Examined objectively, the OPA's unrealistic pricing policies reveals that its price structure was designed for wartime construction rather than for peacetime construction. Naturally, more profits were made in the building industry then, but now the whole picture has completely changed. And the fact that the OPA may (or may not) realize this does not go very far toward solving the peacetime pricing problem.

Despite strikes on the West Coast which delayed its reconversion, United States Plywood corporation anticipates a satisfactory volume of sales and profits for its fiscal year which ends April 30, 1946. This was recently announced by Lawrence Ottinger, president, in a report to the company's stockholders.

In his report he declared that the demand for the company's products of all kinds far exceeds its supply and that the question of volume depends upon the company's ability to produce.

He also announced that U.S. Plywood has signed a contract giving it the production of the Peninsula Plywood corporation, a large manufacturer of fir plywood at Port Angeles, Wash., with one-half of that production going to U.S. Plywood in 1946 and the entire production during 1947 and thereafter.

Here again is an example of OPA pricing. According to Mr. Ottinger, prices permitted by OPA on some of U.S. Plywood's products are "unsatisfactory and we have no way of knowing when they will take a more realistic attitude. In the case of fit plywood, both labor and logs have advanced approximately 50 percent while the OPA prices are only two percent over those prevailing in 1941."

A large amount of money is re-

ported to have been spent in tne preparation of new products and in organizing departments for their sale by U.S. Plywood, but scarcity of materials and the labor situation have delayed delivery of these products to the market.

"Because of the new tax law," the report states, "the last four months of our fiscal year ending April 30, 1946, are theoretically on a basis of 38 percent but under the law the taxes for the entire year are averaged as between the old rate and the new rate proportionately. This average rate has been used for the six months ended October 31, 1945, as shown above."

According to the latest lumber production report of the Civilian Production Administration, lumber stocks at sawmills and concentration yards totaled 3,279,300,000 board feet as of September 30, 1945, a decrease of 3.2 percent from the position of these stocks at the end of August.

Nearly all softwood stocks declined, the most important drop being in Southern Pine, which decreased 8 percent from its previous position. Total hardwood stocks, on the other hand, increased 1.3 percent, due to a considerable rise in stocks of these species in the south.

The drop in softwood stocks, contrasted with the increase in hardwood stocks, is attributed in part to the greater demand for sofewoods for construction purposes.

And speaking of southern pine, community prices are to be established for building materials in Louisiana. The New Orleans office of the OPA called a meeting early this month at which a group of hard material dealers were asked to discuss areas and procedures for the establishment of fixed ceiling prices for lumber, millwork, hardware and equipment. In all probability, however, it will be some months before these prices have been established for al lines in all sections of the state.

Current Statistics on Output and Distribution

Lumber shipments of 467 mills reporting to the National Lumber Trade Barometer were 8.2 percent below production for the week ending December 8. In the same week new orders of these mills were 3.7 percent below production. Unfilled order files of the reporting mills amounted to 78 percent of stocks. For reporting softwood mills, unfilled orders are equivalent to 28 days' production at the current rate, and gross stocks are equivalent to 34 days' production.

For the year-to-date, shipments of reporting identical mills exceeded production by 4 percent; orders by 6.3 percent.

Compared to the average corresponding week of 1935-1939, production of reporting mills was 18.2 percent less; shipments were 18.6 percent less; orders were 26.3 percent less.

WEST COAST

Fir and other west coast mills reporting to the West Coast Lumbermen's Association cut a weekly average of 53,686,000 feet of lumber during the month of November (4 weeks). This report by 131 mills is only 33.1 percent of the cut by the same mills in their 1941-1944 average and brings the 1945 cut to date 69.9 percent of the 1944 total to date. Weekly shipments the month ending November 30 averaged 50,018,000 and new business booked during the month of November showed a weekly average of 60,152,000 feet. The industry's unfilled order file stood at 722,949,000 at the end of November. Gross stocks stood at 385,200,000 feet.

SOUTHERN PINE

Production of Southern Pine by 132 mills (92 units) for the week ending December 8 as reported to the Southern Pine Association totaled 15,324,000 feet. This is 33.21 percent below the three-year average for the same mills. Shipments during the week ended December 8 totaled 15,823,000 feet, 3.26 percent above output. Orders placed were for 14,094,000 feet, 8.03 percent below production. Total stocks on hand at the end of the week were 126,017,000 as against unfilled orders for 86,600,000 feet. Unsold

Merry Christmas

Producers and Shippers

LUMBER & PILING for 30 YEARS

Car and Cargo *Wholesale Only*

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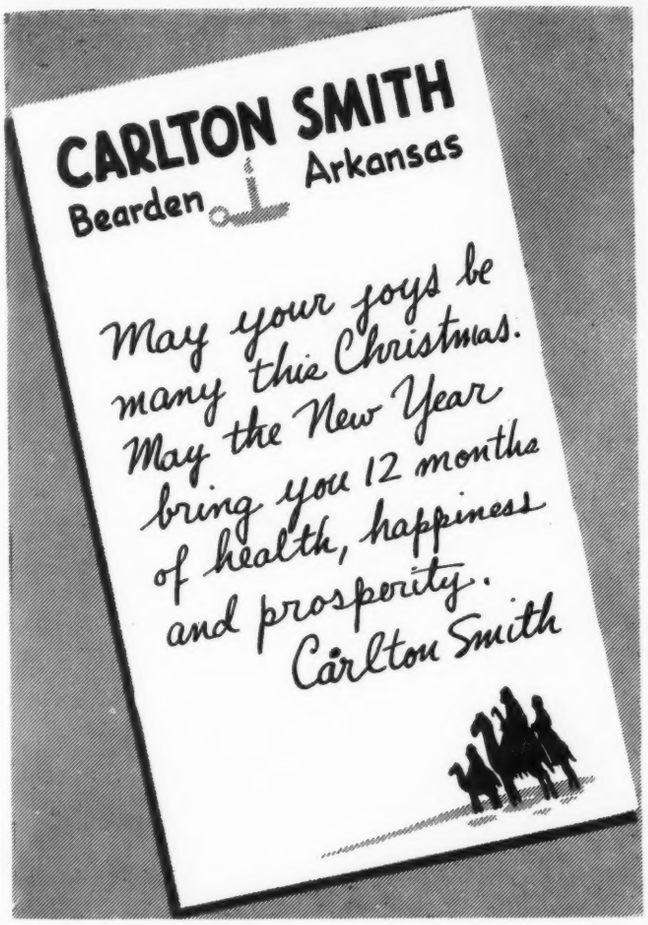
A Christmas to Be Remembered

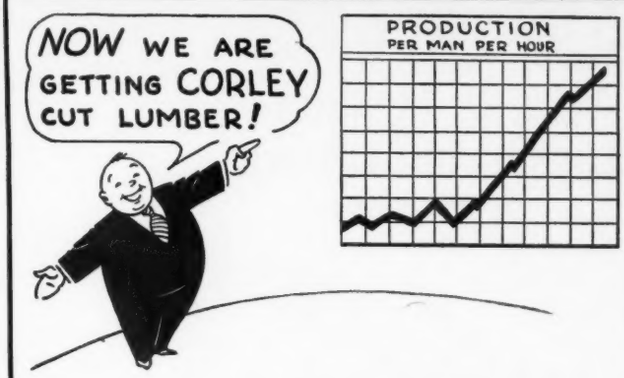
Let us be joyous this Yuletide. We are again at Peace. This is our Victory Christmas.

The past four years our Holiday Season has been marred by the shadow of war. As we trim our Christmas trees this year, let us resolve to make the Spirit of Christmas . . . Peace on Earth, Good Will to Men . . . live throughout the year. Let us be friends with one another, a world of friendly Nations. Let us make this a Christmas long to be remembered.

P. M. BARGER LUMBER COMPANY
BARGER MILLWORK COMPANY

Statesville, N. C. Nashville, Tenn. Washington, D. C.


CARLTON SMITH
Bearden
Arkansas
May your joys be many this Christmas. May the New Year bring you 12 months of health, happiness and prosperity.
Carlton Smith



Many concentration yard men have seen their production—and profits—increase when they have been able to buy lumber cut by Corley mills.

There's no mystery about it. Corley mills cut *accurate* lumber, free from "rainbows" and miscuts.

It is just the kind of lumber that is profitable to handle.

Find out the names of the Corley mill operators in your area. We will be glad to tell you.

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CORLEY MANUFACTURING COMPANY
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GREENSBORO, NORTH CAROLINA

LARGEST MANUFACTURERS OF AROMATIC RED CEDAR IN THE WORLD

Best Wishes for Christmas and the New Year

J. W. Wells
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Montgomery, Ala.

7 Band Mills 2 Veneer Mills

May we take this opportunity to extend a friendly

Merry Christmas

to our many customers and friends and to thank each and everyone for his patience and courtesies during these difficult times.

WHEELER PINE CO.

San Francisco, California and
Klamath Falls, Oregon

Successors to the First Wheeler Lumber Operation Established in 1795.

pine stocks on hand stood at 39,417,000.

WESTERN PINE

One hundred and twelve mills reporting to the Western Pine Association for the week ending December 8 cut 32,986,000 feet. The same week a year ago the cut was 79,196,000 feet. Shipments the same week this year were 37,194,000 feet, 12.8 percent above production. Orders accepted in the current week were 1.0 percent above output. Unfilled orders on hand December 8 were for 284,525,000 feet with gross stocks at 725,322,000 feet.

NORTHERN PINE

Production of northern pine by the five mills reporting to the Northern Pine Manufacturers Association totaled another flat zero in feet cut for the week ending December 8. There was similarly no production for the same week a year ago. Shipments during the current week were 1,265,000 feet and new business booked totaled 910,000 feet. Unfilled orders December 8 stood at 5,545,000 feet and gross stocks were 39,180,000 feet.

Northern pine mills reporting to the Northern Pine Manufacturers Association cut a total of 775,000 feet of lumber during the month of November (four weeks). This report by five mills compares favorably with an output of 270,000 feet of lumber cut by the same mills during November, 1944. Shipments for the month ending November 30 totaled 3,680,000 and new business booked during the month of November showed a total of 3,685,000 feet. The industry's unfilled order file stood at 5,680,000 at the end of Novermber. Gross stocks stood at 40,400,000 feet.

In the Market Centers

SEATTLE: Most of the fir mills are again in production and with a considerably improved labor situation. The return of young service men has tended to speed up mill operations and much of the floating labor has moved on. Loggers have deep snow to contend with in the higher levels. Log inventory reflects difficulties caused by a great deal of rain and snow.

As compared with the November 1st figure, the December 1st inventory on Puget Sound was down to 59 million feet; Grays Harbor gained a million feet and Columbia river lost 8 million feet. As compared to a year ago, all three districts have smaller inventories.

Demand for all kinds of lumber continues so strong that any available is snapped up. Wholesalers report buying is still as difficult as during the war period. Western wholesalers are represented in Washington to get an OPA ruling allowing an increase or charge of 8 percent to buyers. Independent yards are also in favor of this. A number of meetings and hearings have been held and feeling is so strong that continued pressure is probable in the face of OPA disapproval.

The supply picture is no better. Some declare the mills have a tendency to build up stocks for sale when the new fiscal year begins but this is denied by others who declare manufactured lumber is moving right out into trade channels. December, even in normal times, is a dull trading month for lumber and some of this seasonal inertia is in evidence. This is indicated by some mill closures for repairs and a general disinclination to do business. Retail and wholesale yards are virtually empty.

TACOMA: Lumber production in this area is rapidly returning to a normal basis following the strike tie-up. Most plants required several days to reassemble crews, tune up machinery and get their output up to pre-strike level after the back-to-work signal had been given.

The market generaly greeted any and all delays impatiently as buyers, starved by the two-and-a-half month shutdown, were clamoring for lumber of all descriptions. There has been a heavy rush to place orders in the last ten days and as a consequence most mills are booked to capacity for some time to come. As a result, late comers are experiencing some difficulty in finding mills that are able to give them attention and new business is finding the going heavy.

Settlement of the strike insofar as the Tacoma door and plywood industry was concerned followed the general lumber strike settlement by several days. The settlement was roughly the same, setting a base wage of $1.05 an hour and plywood and door plants lost no time in going back into production. About 2,100 Tacoma door and plywood workers were reported to be affected.

The strike settlement also expedited delivery of lumber from many CIO mills, particularly in the Longview-Kelso area which, although not directly involved, indirectly had felt the pinch. Delivery of lumber from these mills to retail yards was resumed as soon

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YOU need these tools for insulation board jobs. Made of hard maple, light weight. Sharp, strong blades cut thru toughest insulation boards, leaving clean, smooth edge. Three tools, five blades, attachments, all for

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Sent postage paid anywhere in U.S.A.

Extra Bevil-Devil Blades, of selected steel, ground to cut insulation board, package of 100 for $4.00, postage paid.

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Low Cost
Toxic-Water Repellent Preservatives

Chlorinated Phenol Toxic Base.
Positive protection against Rot, Fungi, Termites, Excess Moisture, etc.
Formulations to meet all official specifications.
A profitable retail item for Lumber Yards.

Write for technical data, tests, samples, etc.

CRE-O-TOX CHEMICAL CO.
MEMPHIS, TENN.

as the settlement was announced, with the lifting of the "hot lumber" ban that had been invoked by the AFL teamsters union to aid the AFL lumber strike. Most of the yards in that area had received no new lumber since Thanksgiving day.

KANSAS CITY: Every factor worked against any increase in production in the Southwest. A wintry blast sent temperatures tumbling, snows covered a wide area in the producing regions, labor was very short and a shortage of carriers (both motor and rails) was noted in various sections of the district. Mills are disappointed over the small increase in yellow pine ceilings ($2.25 per M on the average) and the inability to make profits has prompted many operators to close down rather than sell in the black market.

MEMPHIS: The labor situation in this area and the Mid-South continues only slightly changed as the year end nears. Hardwood production has increased about 8 percent in spite of the continued shortage and indifference of labor. Hardwood manufacturers over the entire South have increased their acceptance of orders by about 15 percent of normal. But shipments of 84 percent represent only a fraction of the demand.

NORFOLK: This section of the country, extending throughout the states of Virginia and North and South Carolina, has been visited with snow flurries which look as though they would continue for some time. This will mean that production of shortleaf pine and other woods in this territory will be slowed up considerably because the average class of labor in this neck of the woods does not like to work in extremely cold weather.

MINNEAPOLIS: Labor shortages which persist despite an United States Employment Service call for a thousand woodsmen, unfavorable weather and equipment difficulties, have all had a part in bringing production of Northern Pine to a standstill in all five member mills of the Northern Pine Manufacturers Association. Some of the smaller mills are operating, but under great difficulties.

BALTIMORE: The action of the OPA in raising the ceiling on Southern Pine from one to four and even five dollars in some specifications in response to the frequent pleas that the old level left the producers and distributors without profits, is failing to meet the situation just as previous efforts to stimulate production and bring it up to the level of the demand have have done.

VANCOUVER, B. C.: The timber output in British Columbia showed a 1/7 gain during October and incomplete figures revealed that this increase was also sustained during November. In the early part of this year some low months' production was reported, but it is now evident that the total figures for 1945 will surpass those of 1944 and approximately equal the three billion feet cut in 1943.

OPA Clarifies Selling of Surplus War Contract Goods

Sales of commodities left over after the termination of war contracts can be made at acquisition cost by the government or by contractors on behalf of the government only when prospective buyers have been given notice of such acquisition cost, the Office of Price Administration announces.

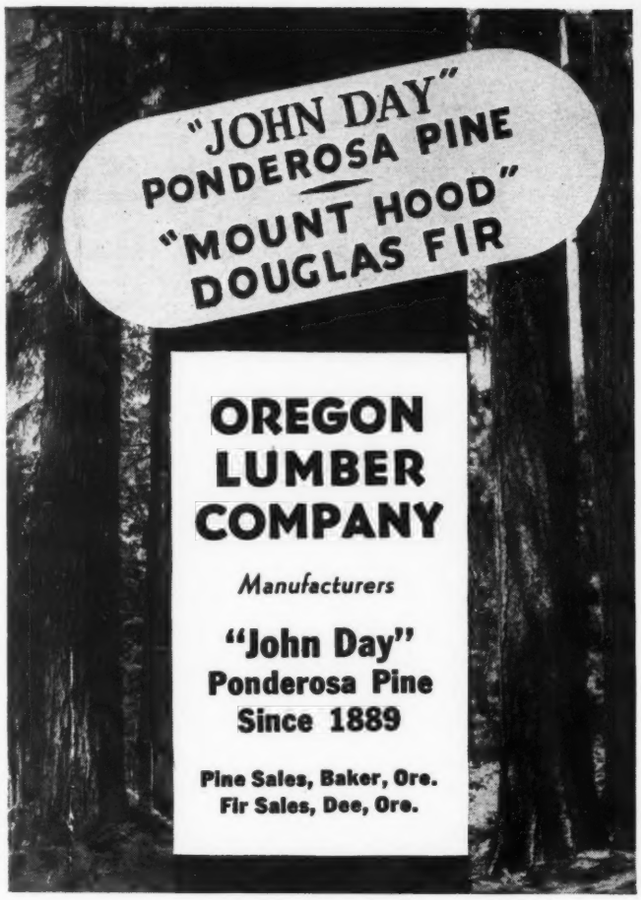
The modification has been made because many buyers were bidding only up to the limits provided by the other optional method of pricing (use of the existing maximum prices for the particular commodities being sold) not knowing the acquisition cost method, which frequently provides higher ceilings.

At the same time, OPA made it clear that under one optional method of establishing ceiling prices on war surplus goods generally, namely, by a certification of the buyer that the price paid is not in excess of the ceilings normally applicable on his purchases, no price may be certified on surplus new lumber that is above recently established dollar-and-cent ceilings for such lumber.

Mason Succeeds Carter as Chief of Timber Management

Ira J. Mason, assistant chief, Division of Timber Management, Forest Service, has been named to succeed Edward E. Carter who retired Nov. 30 after serving as chief of the division for the past 25 years, the U. S. Department of Agriculture announces.

Previous to becoming assistant chief in 1944 Mr. Mason was in Portland, Ore., working in the division of lands, becoming assistant regional forester in charge of the division in 1942.



OREGON LUMBER COMPANY

Manufacturers

"John Day" Ponderosa Pine Since 1889

Pine Sales, Baker, Ore.
Fir Sales, Dee, Ore.

Greetings to the Trade
from

J. HATWICK & CO.

Manufacturers and Wholesale Dealers
1425-30 Munsey Bldg., Baltimore 2, Md.
Telephone SAratoga 0815

Structural Hardwood
Heavy Ship & Dock Timber, Car Lumber
Railroad Ties

Manufacturers
"J. N." BRAND OAK FLOORING
"Equal to the Best"

Christmas Greetings
from
PORT BARRE LUMBER CO.
Port Barre, Louisiana

Manufacturers
Southern Hardwoods — Pine — Cypress

We specialize in White Oak Timbers and Planking. Lengths up to 36 Feet, Rough or Surfaced at our Marksville Mill.

Mills: Port Barre, La. and Marksville, La.

Northern White Pine
Norway Pine

RAINY LAKE LUMBER CO., Ltd.
SALES OFFICE: 1204 Conway Bldg., CHICAGO 2, ILL.
Selling the Products of J. A. MATHIEU, Ltd., Rainy Lake, Ont.

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MOISTURE REGISTER

WITH NEW K-2 ELECTRODE

Tests flat, irregular and curved surfaced materials in 3 seconds or less

Here is the all-purpose moisture testing instrument you have been waiting for.

Each button of the electrode is individually spring-cushioned to allow maintenance of contact regardless of contour — no points to break off or injure surface It is completely portable, and can be operated by anyone.

The same exacting scientific research and precise engineering development that have made L-2 (lumber) and V-2 (veneer) models of Moisture Register the standard in their fields make the new model K-2 an accurate, dependable addition to this famous line. Write today for complete information, specifying type of material and per cent range of moisture content you wish to test.— Moisture Register Co., Dept. A, 133 North Garfield Avenue, Alhambra, California.

Direct reading dial shows moisture content of:
Paper in Stacks or Rolls
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Plaster
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ELECTRONIC MOISTURE REGISTER
The Standard of MOISTURE TESTING FOR ALL INDUSTRIES

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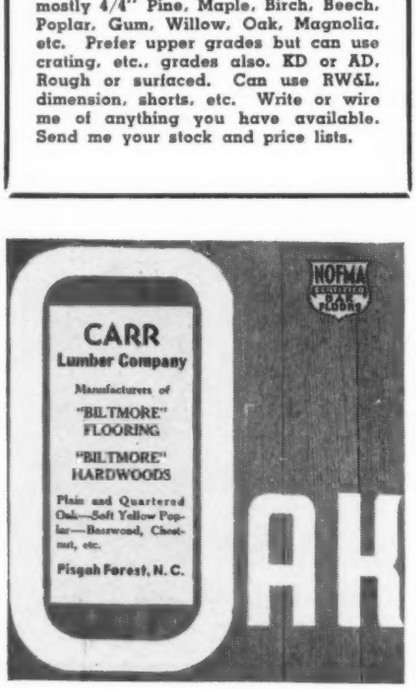
Grand Rapids 6, Michigan

If you can furnish any of the following (or anything else) write or wire me.

1 or more cars 4/4" & thicker, but mostly 4/4" Pine, Maple, Birch, Beech, Poplar, Gum, Willow, Oak, Magnolia, etc. Prefer upper grades but can use crating, etc., grades also. KD or AD. Rough or surfaced. Can use RW&L, dimension, shorts, etc. Write or wire me of anything you have available. Send me your stock and price lists.



Douglas Fir

Timbers, Dimension and Boards.

Sawmill Capacity 200,000 ft. per day.

L. H. L. Lumber Co.

CARLTON, ORE.

E. J. Linke **Guy Haynes**

CALIFORNIA
SUGAR & WESTERN PINE AGENCY
#1 MONTGOMERY ST
SAN FRANCISCO, CALIFORNIA
SUGAR PINE
Pattern Lumber Selects and Shop
California Ponderosa Pine Mouldings and Cut Stock
Sugar Pine Specialists for 40 Years

Names IN THE NEWS

Bryans Reelected President Of American Standards Assn.

Henry B. Bryans, executive vice president and director of the Philadelphia Electric company, was unanimously reelected to serve a third term as president of the American Standards association.

Frederick R. Lack, vice president and manager, radio division, Western Electric company, was elected vice president. Other officers of the American Standards association announced at the annual meeting in New York are E. C. Crittenden, assistant director of the National Bureau of Standards, as Chairman of the Standards council, and L. F. Adams, General Electric company, as vice chairman of the Standards council.

25-Year Emblems Awarded at Celotex Silver Anniversary

Three pioneer employees of the Celotex corporation became charter members of the newly created Celotex 25-Year Club at the silver anniversary dinner attended by officers, directors and special guests from the Marrero, La., plant of the corporation in New Orleans, Dec. 10.

Gold 25-year lapel emblems and illuminated service certificates were presented to Carl E. Dahlin, traffic and office manager of the company's original plant at Marrero; Carl G. Muench, Chicago, director and vice president of the corporation; and Bror Dahlberg, president of the corporation, organizer of the company and head of the group of men who first conceived the idea of producing insulation and other building materials from sugar cane fiber.

Sanderlin Named President of N. C. Lumber Manufacturers

W. T. Sanderlin, Louisburg, N. C., was elected president of the North Carolina Lumber Manufacturers, Inc., at its annual meeting Dec. 5.

J. K. Barrow Jr., Youngsville and J. L. Baxter, Tabor City, were elected first and second vice presidents, and J. B. Hutter, Raleigh is secretary-treasurer.

Named to serve on the board of directors were W. P. Morris, Jackson; G. W. Fleming, Clinton, J. E. Triplett, Monroe; W. E. Snipes, Greensboro, and H. M. Hardy, Warrenton.

Protecting Timber Is Theme Of Washington State Meeting

Ways and means of returning the state of Washington to the top rank of lumber producers by protection of and increase in timber crops and better utilization for forest products was the theme of the 24th annual meeting of the Washington State Forestry conference Dec. 7 in Seattle, Wash.

The officers were all reelected. They are Gordon D. Marckworth, dean, College of Forestry, University of Washington, president; L. T. Murray, Tacoma; E. G. Griggs, Tacoma; Martin N. Deggeller, Olympia; and E. R. Aston, Omak; vice presidents; and C. S. Cowan, chief fire warden, Washington Forest Fire association, secretary-treasurer.

Hoo-Hoo News

The Hoo Hoo club No. 100 of Baltimore, Md., inducted six new candidates into the fraternity Nov. 26. The kittens initiated were George J. McGeeney, George J. Storck & Son; Charles L. Hamilton, John C. Geis & company; Frank L. Luber, Goddard Millwork and Lumber company; George M. Kreller, Horstmeier Lumber company; F. Bowie Smith Jr., F. Bowie Smith & Son, and James F. Kordonski, Kidd & Buckingham Lumber company.

The Los Angeles Hoo-Hoo club helds its annual Christmas party in Glendale, Dec. 11. The program included a golf tournament in the afternoon, followed by a dinner with entertainment and a concatenation in the evening.

Vicegerent Snark Mearl L. Baker of the San Diego Hoo-Hoo club has announced the personnel of the Nine for 1946 as follows:

Senior Hoo-Hoo, Charles D. McFarlane, Dixie Lumber and Supply company; Junior Hoo-Hoo, John Stewart, Frost Hardwood Lumber company; Scrivenoter; N. F. Hamilton, Lumber Service bureau; Custocation, George V. Johnson, National Lumber company; Bojum,

C. B. Gavotta, American Products, Inc.; Jabberwock, J. C. Evenson, Gadgets, Inc.; Arcanoper, Syd Smith; Gurdon, Charles L. Hampshire.

M. Foley Named V. President Florida Chamber of Commerce

M. J. Foley, president, Brooks-Scanlon corporation, Foley, Fla., has been appointed vice president at large of the Florida State Chamber of Commerce. Mr. Foley has been a member of the executive committee of the state chamber for many years.

F. M. Sibley Jr. Elected President of Lumber Co.

Frederic M. Sibley Jr., was elected president of the F. M. Sibley Lumber company, Detroit, Mich., at a recent meeting of the board of directors.

For the last four years he served as an officer in the U. S. Naval Reserve, being released a short time ago with the rank of lieutenant commander.

His election to the presidency of the company follows the death this summer of his father, F. M. Sibley.

Baltimore Lumber Exchange Observes 70th Anniversary

The Baltimore Lumber exchange observed the seventieth anniversary of its organization Dec. 10.

The event took on a special significance because of the fact that John J. Bruns, a grandson of one of the founders of the exchange, was elected president.

The other officers elected are J. Hammond Geis, president, John H. Geis & company, vice president; Charles T. Howard, Howard Lumber company, treasurer, and Ivan

SIMS LUMBER CO.
SELMA, ALABAMA
Manufacturers of
SOUTHERN YELLOW PINE
K.D. FINISH
No. 1 & 2 DIM.
No. 1 & 2 BDS.
MOULDINGS
SERVICE
SOUTHERN PINE SERVICE ASSOCIATION
LONGLEAF
SHORTLEAF
BAND RESAW
HARDWOOD
QUALITY
162
We Wish You a Merry Christmas and a Prosperous New Year

The Best of
CHRISTMAS WISHES
to Customers and Friends Everywhere
May the New Year bring a better lumber supply situation.
THE GRISWOLD LUMBER CO.
Failing Bldg., Portland 4, Ore.

Wishing All of Our Friends a Most Joyous Christmas and Prosperous New Year
Wistar, Underhill & Company
Wholesale Lumber
1520 LOCUST STREET, PHILADELPHIA
Established in 1898

Wishing You
. . . A Merry Christmas
. . . A Happy New Year
ARTHUR V. CHARSHEE & SON
Wholesale and Commission Lumber
Baltimore 18, Maryland

Old Growth
DOUGLAS FIR
at Its Best
OREGON-AMERICAN Lumber Corp.
Vernonia, Oregon
350,000 Feet Daily

Holiday Greetings
from
Colfax Lumber & Creosoting Co.
Colfax, Louisiana
Yellow Pine Lumber, Creosoted Lumber & Timbers, Creosoted Fence Posts, Poles and Piling

Durham's
Rock Hard
WATER
PUTTY
WILL NOT SHRINK
STICKS AND STAYS PUT
HERE'S WHAT FOLKS NEED
to repair walls, floors, furniture, woodwork or plaster. This plastic repair material comes in powder form...just mix with water and use. Will not shrink. Sticks and stays put.
DURHAM ROCK HARD
ALL-AROUND REPAIR CHAMP
DONALD DURHAM COMPANY
Des Moines 4 Iowa

Your jobber can give immediate delivery on Durham's Rock-Hard Water Putty. Packed twelve 1-lb. cans or four 4-lb. cans to case. Also available in 25, 50 and 100-lb. drums for large industrial users.

The PLASTIC Repair Material in POWDER Form

WHITE PINE Idaho--Ponderosa--California White and Sugar Pine
Also
Fir Wallboard Cedar and West Coast Products
William Schuette Company
New York Office—41 East 42d St. PITTSBURGH, PA.

Gillies Bros. & Co. Ltd.
BRAESIDE, ONTARIO, CANADA
Mfrs. of Genuine **WHITE PINE** (PINUS STROBUS)
Air-Seasoned • Water-Cured
For 103 years, 1842-1945. Capacity 30 million ft. annually.
Members N. W. L. D. Assn.
DRY STOCK—ROUGH or DRESSED. Prompt Shipment

MINER'S EDGER WITH SKF BALL BEARINGS
Simonds saws, lightest running. SPECIAL FEATURES: Variable feed for light power, guide rail and spurs make STRAIGHT lumber, well-balanced mandrel, now creosoted frame. IT CLEARS ITS COST IN 30 TO 60 DAYS.
MINER EDGER WORKS, Phone 1292, Meridian, Miss.

Loose Leaf
TALLY BOOKS
Tally Sheets with Waterproof Lines —
Send for Catalog of Lumber Yard Supplies
Frank R. Buck & Co
2133 Touhy Ave., Chicago 45, Ill.

CORINTH MACHINERY CO.
CORINTH, MISS.
Sawmills, Edgers
Smooth End Trimmers
Mill Supplies

Brent, Howard company, secretary. The new managing committee is composed of W. J. Appel, W. J. Appel Lumber company; Henry D. Dreyer Jr., H. D. Dreyer & company; Charles T. Howard; E. G. James, James Lumber company; Charles C. Sack Jr., John Sack & Sons; Daniel L. Senfy, Canton Lumber company; F. Bowie Smith, F. Bowie Smith & Son; John K. Sanders, Ratcliff & Sanders; James Cox; W. Hunter Edwards, B. W. Edwards & Son; J. Hammond Geis, John H. Geis & company, and H. A. Crane, Dealers Warehouse Supply company.

U. S. Foresters Will Survey Korean, Japanese Timberland

At the request of the War Department, three U. S. foresters left Washington Dec. 13 for Tokyo where they will participate in a six-month survey of the forests and forest industries of Japan and Korea.

The three are Dr. M. A. Huberman, Washington, D. C.; William S. Swingler, Philadelphia, and Robert J. Seidle, Forest Products laboratory, Madison, Wis.

According to their orders, the three will serve as U. S. Scientific consultants to General Douglas MacArthur on the handling of the Japanese and Korean forests and the production there of pulpwood, wood fiber, wood chemicals, paper, lumber, poles, piling, cross ties and fuelwood.

Pacific Coast Building Officials Elect Officers

Pacific Coast Building Officials association, meeting at its annual convention in Fresno, Calif., elected the following officers for 1946:

James H. Park, city manager, Compton, Calif., president; H. O. Rasmussen, Santa Ana, and Frank Rogers, Medford, Ore.,, vice presidents; Frank H. Clough, South Pasadena, treasurer; and Hal Colling, Los Angeles, managing secretary. Arthur Hoefer, Spokane, Wash., and A. L. Russell, San Mateo, Calif., were elected as new directors.

Changes of Address

Clarke County Lumber company is now located in the Anderson Building, Thomasville, Ala., with the new long distance phone number 167.

Ball mill Lumber & Sales corporation has moved its main office and yard to Newark Tidewater Terminal, Port Newark 5, N. J., and its branch yard to 276-292 Nye avenue, Newark 8, N. J.

Allied Building Credits Elect Executive Staff

Formal sale of Allied Building Credits, Inc., was concluded at the company's general office, St. Paul, Minn., Nov. 30, when 100 percent of the stock was transferred by the Weyerhaeuser interests to the new owner, Occidental Life Insurance company of California.

Two members of the Weyerhaeuser organization, J. M. Musser and H. T. Kendall were retained on the board of directors.

All officers of the company elected by the new board are men who have served with Allied Building Credits for several years. W. A. King, former executive vice president was named president. A. W. Clapp Jr., R. T. Edmonds, J. L. Groat, A. V. Pyper and H. P. Selby were elected vice presidents. C. H. Ritchie was chosen vice president and treasurer; Marshall Bartlett is secretary.

1946 Officers Elected by N. W. Hardwood Lumbermen

The Northwestern Hardwood Lumbermen's association elected the following officers at its annual meeting, Dec. 6, Minneapolis, Minn:

President—L. S. Tuttle, L. S. Tuttle Lumber company, Minneapolis, Minn.

Vice president—C. C. Campbell, N. W. Hardwood company, Minneapolis, Minn.

Treasurer—D. F. O'Leary, Pioneer Lumber & Elevator company, Hopkins, Minn.

Secretary—A. F. Wellsley, A. F. Wellsley Lumber company, St. Paul, Minn.

Annual Meetings

Jan. 4—National Association of Hardwood Wholesalers, La Salle hotel, Chicago, Ill.

Jan. 30, 31—Western Retail Lumbermen's association, Fort Garry hotel, Winnipeg, Manitoba, Canada.

Feb. 21, 22—Western Pine association, Portland hotel, Portland, Ore.

Philip Carey Mfg. Company Announce Two Promotions

The appointment of J. J. Smiley Jr., as assistant advertising manager of the Philip Carey Manufacturing company, Lockland, Cincinnati, Ohio, was recently announced. He joined the Carey organization the first of August of this year when he returned after serving three and a half years as officer

with the quartermaster corps of the army.

Clarence M. Allen has been appointed branch manager of the St. Louis office of the Philip Carey company. He was formerly assistant branch manager of the Cleveland, Ohio, office.

Lloyd Named President of Tacoma Lumbermen's Club

Robert J. Lloyd, president-manager, Mutual Fir Column company, was named 1946 president of the Tacoma, Wash., Lumbermen's club at the 26th annual banquet, Dec. 7. August Von Boecklin Jr., Washington Manufacturing company, was named vice president. Members of the 1946 board of trustees include A. L. Weber, Rusdick Lumber Sales; Charles B. Hurley Jr., Tacoma Lumber Fabricating company; Clyde Martin, Weyerhaeuser Timber company; Don B. Hartman, Lumber Promotion Inc.; and A. C. Peterson, Buffelen Lumber & Manufacturing company.

Veneer Assn. Discusses Supplies, Reforestation

Members of the Veneer Association of America met in Roanoke, Va., Dec. 7 and 8 for the organization's first meeting to be held in the south.

Questions discussed at the sessions included supplies of domestic and foreign woods for the industry, labor problems and reforestation. George A. Vehlow, Warsaw, Wis., was named chairman of the board.

Teco Closes 'Frisco Office

The Timber Engineering company has announced the closing of its San Francisco office, effective Dec. 31. The west coast office was opened as a war emergency service and with return to peacetime conditions is no longer warranted, it was announced. Alden K. Smith, manager of the San Francisco office, will return to Washington, D. C. to take charge of the development of the new Teco-Post Spindle system of construction.

. . Obituaries

F. L. ADAMS, former treasurer and director of the Southern Pine association and president Adams,-Edgar Lumber company, Houston, Tex.—Nov. 17.

HARRY M. BAKER, 83, former general manager and part owner, Broadway Lumber company, Cleveland, Ohio—Dec. 12.

DELOS R. BOGGESS, 50, owner, Boggess Coal & Builders Supply company, Columbus, Ohio—Dec. 5.

ROBERT J. BRADLEY, owner of the Bradley Lumber company, Montclair, N. J.—Dec. 13.

HARRY R. BROWNE, 84, founder, Browne Lumber company, Cincinnati, Ohio—Nov. 30.

FRANK BURBANKE DUANE, retired official, J. M. Card Lumber company, Mobile, Ala.—Nov. 24.

JOSEPH E. OSBORN, 63, manager, Lambert Lumber company, Weston, Mo.—Dec. 9.

C. B. SANDERSON, 60, vice president, Western Forestry and Conservation association; vice president, Washington Forest Fire association; vice president, Milwaukee Land company; vice president, North Idaho Forestry association and the Clearwater Protection association, and president of the Ozette Timber company, Seattle, Wash.—Dec. 14.

Knudson & Mercer Lumber Co.
Purveyors to
Accredited Retail Lumber Dealers
for 50 years
LUMBER FROM SOUTH, WEST, NORTH
Sash & Doors, Wallboards and Most Standard Specialties
28 E. Jackson Blvd., Chicago 4, Ill.

SULLIVAN LUMBER CO.
PORTLAND, OREGON
TIMBERS YARD STOCK **FIR** FACTORY CLEARS
SPRUCE, HEMLOCK, CEDAR, PINE
Reliable Shippers 33 Years
WRITE US! AIR MAIL ONE DAY EACH WAY!

JAMES W. SEWALL
Consulting Forester
JAMES W. SEWALL — Old Town, Maine
PHILLIPS & BENNETT — Buffalo Block
Established 1910 — Port Arthur, Ontario

Manufacturers
PINE & POPLAR LUMBER
CHATTAHOOCHEE VALLEY LUMBER CO.
Members S. P. I. B.
LA GRANGE, GA.

Sincere Christmas Greetings and A Much Happier New Year For All

Peavy-Wilson Lumber Co., Inc.
Manufacturers
Virgin Long Leaf Florida Pine
Tidewater Red Cypress
Sales Office — HOLOPAW, FLORIDA — Mill

SILVER LAKE SASH CORD
DEPENDABLE QUALITY • PACKED IN CARTONS

LOWER PRICED GRADES: EDDYSTONE-PELHAM-NUCORD-BENGAL
SILVER LAKE CO.
MILLS-CHATTAHOOCHEE, GA. SALES--99 CHAUNCY ST., BOSTON

York, New Jersey, Pennsylvania, Delaware, Maryland, the District of Columbia, Virginia, West Virginia, Ohio, Kentucky, Michigan, Indiana, and certain zones in Illinois and Wisconsin.

Resellers are permitted to pass on the dollar-and-cent amount of the increase in cost resulting from the manufacturers' price advance.

Wood Research Instruction Increases in Universities

"Progressive schools are devoting more time to instruction and research on wood," states Frank J. Hanrahan, structural engineer, National Lumber Manufacturers association, in a paper prepared for the Society for the Promotion of Engineering Education.

"The Timber Engineering company conducted a survey in 1936 which showed that only 31 professors in 23 universities were teaching timber engineering. The 1943 survey revealed that, out of 234 replying, 188 professors in 135 universities taught timber engineering. Although Army and Navy training programs undoubtedly were a factor in the results of the 1943 survey, the trend was definitely upward before the war from 1936 through 1940."

Ceilings Given for New Mesh Bronze Insect Screen Cloth

Ceiling prices for a new mesh bronze wire insect screen cloth—a type designed for use in window screens and screen doors—have been announced by the Office of Price Administration, effective Dec. 15.

For all parts of the country except the Pacific coast area, eight cents per square foot in 100 linear feet rolls and nine cents per square foot in cut lengths.

For the states of Arizona, California, Idaho, Nevada, Oregon and Washington, 8½ cents per square foot in 100 linear feet rolls and 9½ cents per square foot in cut lengths.

Manufacturers' prices are: $5.31 per 100 square feet, f.o.b. point of shipment in carload quantities for all sales by producers except on the Pacific coast, where the price is $5.68.

Jobbers' ceiling prices are $6.65 per 100 square feet plus actual freight except in sales on the Pacific coast for which the ceiling price is $7.

Ready-Mixed Concrete Price Rises in 10 Western States

Manufacturers of ready-mixed concrete in some western states may increase their prices by the dollar-and-cent amount of the increase cost to them resulting from a recent adjustment of Portland cement, the Office of Price Administration announces, effective Dec. 18.

Manufacturers' sales under this action, may be rounded off to the nearest five cents per cubic yard.

Portland cement ceilings recently were increased 20 cents a barrel in the states affected by this action. The states are Nebraska, Kansas, Oklahoma, Arkansas, western Missouri, Idaho, Montana, Wyoming, Colorado, New Mexico and Utah.

Raise Ceiling on Mill Sales Of Western Softwood Shingles

An increase of 20 cents per square in ceiling for mill sales of Western softwood shingles in all standard grades has been announced by the Office of Price Administration, effective Dec. 22.

A forthcoming amendment will require absorption of the mill price increases out of resellers' gross margins.

OPA also announced uniform dollar-and-cent ceilings for both hand-split and machine processed shakes. Up to now, producers of shakes were required to make individual applications to OPA for approved maximum prices for these items. The ceilings for both are about the same as those formerly approved on individual application.

Producers of lower grade shingles are permitted, however, a 20 cent raise per square over prices formerly approved, thereby bringing prices for these items in line with the 20 cent raise permitted in the action for higher grade western softwood shingles.

This amendment also provides that jobbers may sell less-than-carload lots of western softwood shingles to consumers at prices established in the regulation covering distribution yard sales of softwood lumber.

178 Percent Increase in Home Building Estimated for 1946

Even in the face of present retarding factors, F. W. Dodge corporation, fact finding organization for the construction industry, estimates total dollar volume of new construction next year as 50 percent greater than in 1945 in the thirty-seven states east of the Rocky mountains. The estimate for all construction in the states is $4,750,000,000 against $3,160,000,000 expected for 1945 on the basis of the record for the first ten months of this year.

"In dollars, this volume is greater than that of any of the years immediately preceding the war," a statement issued by the corporation last week declares. "Taking cost increases into account, it represents a physical volume somewhere between that of 1939 and 1940. The percentage increase is about as high as the highest ever previously attained from one calendar year to the next," the over-all estimate indicates.

The corporation anticipates an increase of 178 percent in residential construction, with a total next year of $1,350,000,000 in the eastern states.

Manpower in the designing, building and materials and equipment fields is still comparatively scarce, but according to Dodge's interpretation this condition is not likely to last very long. "Present conditions with respect to materials and manpower do not suggest any ultimate limit on the capacity of the industry," the study says.

OPA Names Pricing Method in New Wholesale Lumber Yards

A procedure was announced by the Office of Price Administration under which wholesale distribution yard prices may be charged by new wholesale yards needed in certain areas to promote the distribution of lumber.

Sellers who must apply to OPA for permission to charge distribution yard prices include:

1. Any seller seeking to establish a new distribution yard, or any seller who has sought to or has established a yard since 1942.
2. Any seller who has qualified as a distribution yard under OPA's softwood lumber distribution yard price regulations and who subsequently has changed or in the future changes his method of operations, has changed or in the future changes his location or seeks to open branch yards, any seller who effects or has effected a change of ownership or a mutuality or interest linking his business directly or indirectly with another seller of lumber or any seller who has discontinued or discontinues the business and wishes to re-establish his yard.

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GREETINGS
from your Appalachian Friends

Every firm on this page pledges continuance in 1946 of the well-known standards of quality in Appalachian Hardwoods. Within the limits of their ability to produce and ship, they will do their utmost to serve as many of your needs as available stock will permit. May the New Year be a year of real progress for customers and friends everywhere.

May Hardwood Co.....Louisville, Ky.
Appalachian Hardwoods, Particularly Basswood, Butternut, Hard and Soft Maple, Oak, Poplar and Walnut.

***Morrison, Gross & Co.....Erwin, W. Va.**
Lignasan-dipped West Virginia Hardwoods. Band Mill, Dry Kiln and Planing Mill.

***M. E. Crisp Lbr. Co.....Welch, W. Va.**
West Virginia and Kentucky Appalachian Hardwoods, Oak, Poplar, Beech, Maple, Ash, Hickory, Chestnut and other hardwoods. All facilities.

***Stearns Coal & Lbr. Co.....Stearns, Ky.**
Appalachian Hardwoods, Hemlock and White Pine.

***Cherry River Boom & Lbr. Co., Richwood, W.Va.**
Appalachian Hardwoods, Flooring, Planing Mill Products, Glued Dimension.

***The Mower Lbr. Co.....Charleston, W. Va.**
West Virginia Hardwoods, Air-dried, Kiln-dried, Rough or Surfaced.
Mills: Omar, Marmet, Cass, Colcord and Pettus, W. Va.

***Marshall Lumber Co.....Marion, N. C.**
Hardwoods—Hemlock and White Pine.

D. D. Brown.....Elkins, W. Va.
Mfrs. Band and Circular Sawn West Virginia Appalachian Hardwoods—Kiln-Drying and Planing Mill Facilities. Established 1880.

***Christian Lumber Co.....Monticello, Ky.**
Appalachian Hardwoods Exclusively
Shipping Point: Burnside, Kentucky

The M. B. Farrin Lbr. Co....Cincinnati, Ohio
Kiln-Dried and Air-Dried Appalachian Hardwoods. "Century" Oak and Maple Flooring.

***McCracken & McCall, Inc....Lexington, Ky.**
Appalachian Hardwoods POPLAR BEVEL SIDING
Band Saw and Planing Mill at Flat Lick, Ky.

***Mowbray & Robinson Lbr. Co..Cincinnati, O.**
Mills at Combs, Ky. and West Irvine, Ky.
Complete Line of Appalachian Hardwoods. Maple and Oak Flooring

Hutton & Bourbonnais Co....Hickory, N. C.
Soft-textured Appalachian oak, poplar, chestnut and pinus strobus white pine. Planing mills, dry kilns, box factory.

***Vestal Lbr. & Mfg. Co.....Knoxville, Tenn.**
All Appalachian Hardwoods—Kiln-dried and Dressed.
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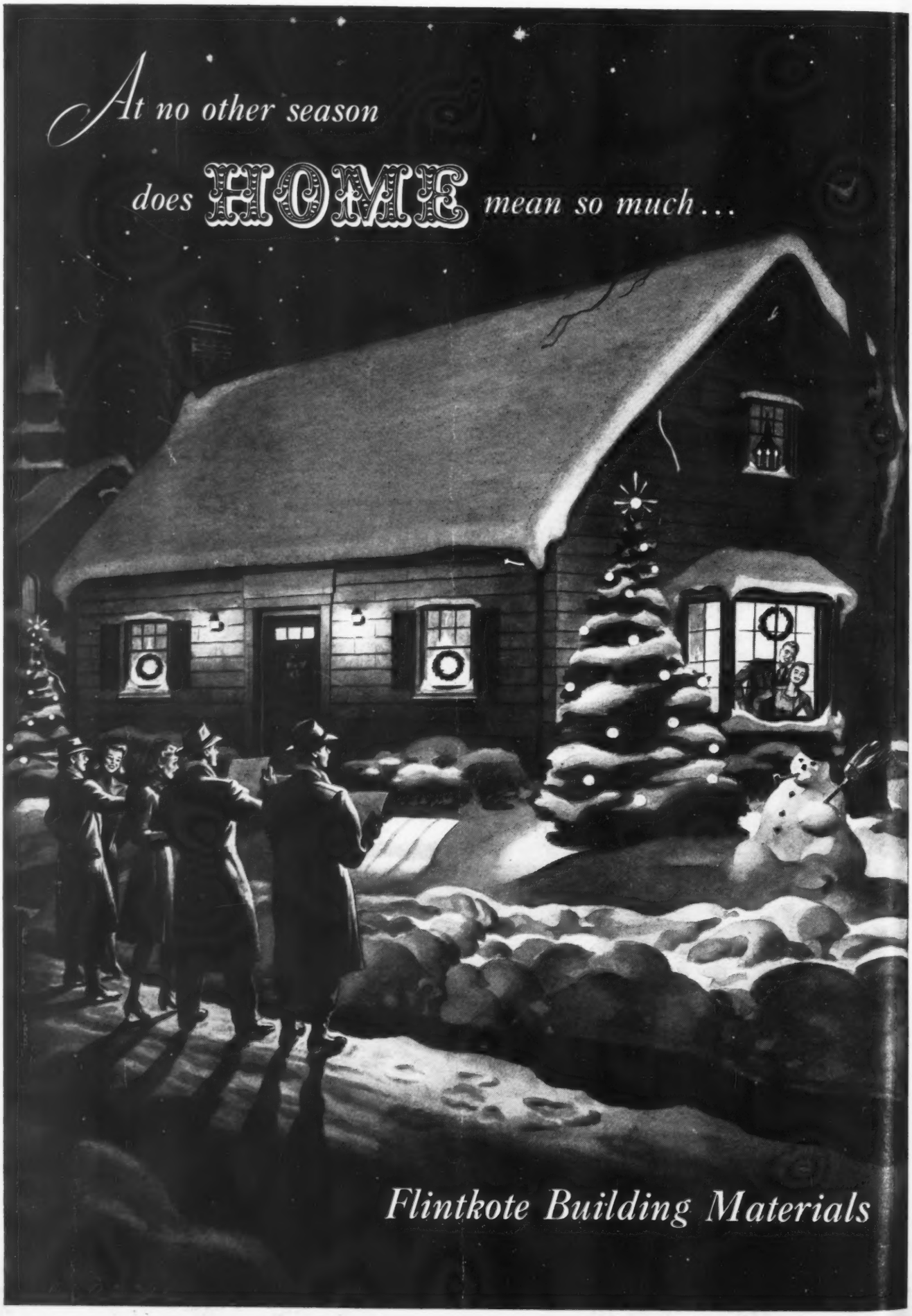
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